

# THE ROTARIAN

Vol. VIII. No. 1

JANUARY, 1916

Price 15 Cents

*This is Cincinnati's Year*



*Ohio Mechanics Institute, Cincinnati, in whose beautiful auditorium the sessions of the 1916 Rotary Convention probably will be held.*

## 1916

*May it be a successful year for our Convention hosts, a great year for Rotary and a happy and prosperous year for all of us.*

## *The New Year*

By Herbert H. Stalker

**I** AM the New Year. Men, behold!  
What promise give I to the bold,  
To men whose hearts are brave and stout,  
Who ne'er give up till counted out.  
Let weaklings whine and count their fears,  
As they have done in all past years.  
The faint of heart can win no race,  
Their halting steps fall out of pace  
With men who dare and do.

I am the New Year. Greatest yet,  
For those who toil and scheme and sweat  
To reach the heights they've set to gain,  
And onward push with might and main.  
Let them who doubt my power to yield,  
Clear out, and leave a clean, free field,  
To those who've faith and hope and pluck;  
Who scorn retrenchment—jeer "hard luck,"  
And bravely battle on.

I am the New Year. Grip my hand;  
Launch forth—speed up—you're sure to land.  
If you demand the best I've got,  
I'm bound to give it on the spot.  
But if you fail to ask of me  
You'll not receive; that's fate's decree.  
I hold for you just what you'll take—  
Come! Grip my hand—set high your stake,  
Together we will win.

# THE ROTARIAN

Containing the Official Directory of the I. A. of R. C. and a Directory of Rotary Hotels.

Vol. VIII

JANUARY, 1916

No. 1

## "Greater Rotary"—A Solution

By DR. C. O. HENRY

THE seed planted by Paul P. Harris and his associates ten years ago sprouted, took root and developed into a healthy sapling; thru the vivifying influence of the several annual conventions this sapling has grown steadily until it has become a tree of gigantic proportions. It may spread into a banyan covering the entire habitable earth.

Ernest L. Skeel of Seattle, in his masterly article "Greater Rotary" in THE ROTARIAN, rendered Rotary a distinct service. He enlisted the attention of every true Rotarian. He caused them all to think. Thought evolves ideas. The destiny of Rotary depends upon the crystallization of the ideas thus evolved.

The subsequent article, "Involuntary Past Rotarians," by Charles H. Mackintosh of Duluth, is also worthy of serious consideration. In it Mr. Mackintosh reaches a keynote when he asks the question: "What shall we do with those splendid servants of Rotary who, thru no fault of their own, but thru the economic necessity of changing their lines of business or their place of residence, are forced out of Rotary?"

In considering this matter of membership limitation several pairs of questions might be presented.

**First:** (a) Is the constitutional restriction on membership as applicable today as it was when Rotary was founded?

(b) Is this restriction on membership too antiquated for the present status of Rotary?

**Second:** (a) Would a constitutional amendment providing for unlimited and unrestricted membership be a safe legislative procedure?

(b) Would such a procedure be detrimental to all that is unique and distinctive in Rotary?

**Third:** (a) Would the establishment of more than one Rotary club in a city be to the best interests of either club or to Rotary in general?

(b) Would such a procedure be conducive to rivalry, jealousy and finally actual discord in Rotary's happy family?

Fellow Rotarians, answer these questions in the affirmative or in the negative as your better judgment may dictate; arrange your answers into a proposition and see how you can solve the equation.

After some deliberation I have come to the conclusion that the present constitutional restriction of membership would bear moderate modification, but that the entire repeal of the limited membership proviso would be detrimental to the very ideals and principles that have placed Rotary upon the pedestal which it now occupies.

Evolution works slowly but surely. Rotary is just as amenable to evolution as any other thing. It is in its evolutionary stage. Let us go slow and give Rotary an opportunity to evolve naturally.

A Rotary club, as infantile and undeveloped as our Allentown club, is naturally more interested in its own internal development and rectification than in the idea of expansion to be fostered by the International Association. A club that has not only existed but prospered for a period of five years should be so qualified to profitably adopt a moderate policy of expansion. Our club constitution provides for active and honorary members. The active mem-

(Concluded on page 14)

# OFFICIAL DIRECTORY INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

A Roster of the Officers of the Association and All Rotary Clubs



Headquarters, Chicago, U. S. A.  
Suite 1014, No. 910 Michigan Avenue.  
Telephone, Harrison 23; Cables, "Interotary."

## OFFICERS.

### 1915-1916. President.

**Allen D. Albert**, Chairman Executive Committee of the Minnesota Civic and Commercial Federation. (Journalist), 1222 McKnight Bldg., Minneapolis, Minn., U. S. A.

### 1st Vice-President.

**Wm. Gettinger**, Partner Eaton & Gettinger (Printer), 263 9th Ave., New York City, N. Y., U. S. A.

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### 3rd Vice-President.

**Rev. E. Leslie Pidgeon**, Minister St. John's Presbyterian Church (Clergyman), 1859 Pendrell St., Vancouver, Canada.

### Immediate Past President.

**Frank L. Mulholland**, Partner Mulholland & Hartmann (Attorney-at-law), 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

### Secretary.

**Chesley R. Perry**, 910 Michigan Ave., Chicago, Ill., U. S. A.

### Treasurer.

**Rufus F. Chapin**, Secretary Union Trust Co. (Banker), Tribune Bldg., Chicago, Ill., U. S. A.

### Sergeant-at-Arms.

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### Board of Directors.

The President, three Vice-Presidents and Immediate Past President constitute the Board of Directors.

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**District No. 9** (Michigan—Upper Peninsula, Wisconsin, Minnesota) **Governor W. J. Zimmers**, Baker & Zimmers (Attorney-at-law), 740 Wells Bldg., Milwaukee, Wis.

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**District No. 11** (Missouri, Kansas, Oklahoma) **Governor A. E. Hutchings**, Business Manager Thornton & Miner (Sanitariums), 10th and Oak Sts., Kansas City, Mo., U. S. A.

**District No. 12** (Texas, Louisiana) **Governor W. H. Richardson, Jr.**, V. P. W. H. Richardson & Co. (Retail Hardware), P. O. Box 33, Austin, Texas, U. S. A.

**District No. 13** (Arizona, New Mexico, California, Hawaii, Nevada) **Governor H. J. Brunnier**, Proprietor, (Consulting Engineer), Sharon Bldg., San Francisco, Calif., U. S. A.

**District No. 14** (Colorado, Utah, Idaho, Wyoming, Montana) **Governor J. E. Zahn**, Secy-Treas. U. S. Portland Cement Co. (Cement Products), 1736 16th St., Denver, Colo., U. S. A.

**District No. 15** (Washington-Oregon, Alaska) **Governor Claude H. Eckart**, Eckart Plumbing & Heating Co. (Plumbing & Heating), 1614 3rd Ave., Seattle, Wash., U. S. A.

**District No. 16** (Nova Scotia, New Brunswick, Newfoundland, Prince Edward Island) **Governor John C. Gass**, Province Manager Imperial Life Assurance Company (Life Insurance), Canadian Bank of Commerce Bldg., Halifax, N. S.



**District No. 17** (Quebec, Ontario) **Governor Thomas J. Wells**, Robt. White Co., Ltd. (Mineral Water), 638 Craig St., East, Montreal, Quebec, Can.

**District No. 18** (Manitoba, Alberta, British Columbia, Saskatchewan) **Governor James S. Ryan**, Mercantile Agency, 23 Thomas Block, Calgary, Alta., Can.

**District No. 19** (British Isles) **Governor J. S. Proctor**, London & Lancashire Fire Ins. Co. (Fire Insurance), 32 Royal Exchange Sq., Glasgow, Scotland.

#### PAST PRESIDENTS.

Paul P. Harris (**President Emeritus**), 1317 Unity Bldg., Chicago, Ill., U. S. A.

Glenn C. Mead, 818 Real Estate Trust Bldg., Philadelphia, Pa., U. S. A.

Russell F. Greiner, 10th and Central Sts., Kansas City, Mo., U. S. A.

Frank L. Mulholland, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

#### COMMITTEES 1915-1916.

##### Executive.

The work of the Executive Committee of previous years is now handled by the entire Board of Directors, there being only five members of the Board.

##### Publicity and Information.

Frank Higgins, chairman, barrister and solicitor, 1118 Langley St., Victoria, B. C., Canada.

##### Inter-City Relations.

George R. MacClyment, chairman, farm land development, (Assistant Manager, Bradley Polytechnic Institute), 801 Central National Bank Bldg., Peoria, Ill., U. S. A.

##### Public Affairs.

H. M. Temple, chairman, accountant, 805 Germania Life Bldg., St. Paul, Minn., U. S. A.

##### Business Methods.

O. A. Wright, chairman, Atlas Oil Co., 601 Commercial Bank Bldg., Shreveport, La., U. S. A.

##### Convention Program and Topics.

Russell F. Greiner, chairman, Vice-President Union Bank Note Co., lithographing, 10th and Central Sts., Kansas City, Mo., U. S. A.

##### Credentials.

George O. Relf, chairman, Gen. Mgr. Hotel Utah, hotels, Salt Lake City, Utah, U. S. A.

##### Constitution.

Frank E. Hering, chairman, Editor Eagle Magazine, magazine publishers, Dean Bldg., South Bend, Ind., U. S. A.

##### Resolutions.

Chas. H. Victor, chairman, Manager Yawman & Erbe Mfg. Co., filing systems, 712 Mission St., San Francisco, Calif., U. S. A.

##### Committee Reports.

Frank L. Mulholland, chairman, Mulholland & Hartmann, attorneys, 1311 Nicholas Bldg., Toledo, Ohio, U. S. A.

##### Classifications and Sections.

Harry A. Lyman, chairman, President The Ly-

man Co., glass, 119 East 5th St., Cincinnati, Ohio, U. S. A.

#### Cincinnati's Convention Executive Committee.

F. W. Galbraith, Jr., chairman, Secy. & Treas. The Western Paper Goods Company, tobacco bags, Third & Lock Streets.

#### British Association of Rotary Clubs.

President—W. H. Alexander, 91 Donegall St., Belfast, Ireland.

Hon. Secretary—Thos. Stephenson, 6 South Charlotte St., Edinburgh, Scotland.

#### AFFILIATING ROTARY CLUBS.

Arranged in this directory in three Divisions: United States, Canada, Great Britain and Ireland.

##### United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

##### AKRON (Ohio).

Club No. 107. Organized 17 February, 1914. President—H. A. BAUMAN, B. F. Goodrich Co., Druggists' Sundries, 41 Conger Ave.

Secretary—G. N. HAWKINS, Sec. and Treas. The Lyman-Hawkins Lumber Co., 440 S. Main St. Luncheons every Monday (except 2nd Monday of month) at 11:45 a. m. at Hotel Portage.

Meetings held 2nd Monday of month at 6:30 p. m. at Portage Hotel.

##### ALBANY (N. Y.).

Club No. 68. Organized 15 April, 1913. President—GEORGE D. ELWELL, Prop. Newton Brick & Supply Co. Wholesale & Retail Masons' and Builders' Supplies, Waldorf Bldg. Phone Main 2656. Res. Phone Main 1226-M.

Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale and Retail Hats and Caps, 472 Broadway. Phone, Main 2530. Res. Phone West 687-R. Luncheons every Friday at 1 p. m. at Hotel Ten Eyck.

##### ALLENTOWN (Penna.).

Club No. 121. Organized 3 April, 1914. President—ABBOTT S. WEIBEL, Pres. & Gen. Mgr. Lehigh Electric Co. Electrical Contractors & Supplies, 18 No. 6th St. Phone Bell 1001—Consolidated 1135. Res. Phone Consolidated 6205.

Secretary—G. FRANK TIEFT, Supt. Bradstreet Co., Mercantile Agency, 903 Hunsicker Bldg. Luncheons every Friday (except third week in each month) 12:15 p. m. to 1:15 p. m. at Hotel Allen. Meetings third Friday in each month at such time and place as the directors may designate.

##### ASHEVILLE (N. C.).

Club No. 152. Organized 29 January, 1915. President—GEO. E. LEE, Insurance and Bonds, Room 6, Paragon Bldg.

Secretary—EMMET E. GALER, Furniture and Rare Books, 118 Patton Ave. (Mail address P. O. Box 672.) Phone 1674. Res. Phone 1063.

Luncheons every Thursday at 1 p. m. at Langren Hotel.

##### ATLANTA (Ga.).

Club No. 79. Organized 2 July, 1913. President—LEE M. JORDAN, Partner Tye, Peoples & Jordan, Attorneys-at-law, 417 Trust Co. of Ga. Bldg. Phone Ivy 769.

Secretary—KENDALL WEISIGER, Efficiency Engineer Southern Group of Bell Telephone Companies, Telephones, 57-4 So. Pryor St. Phone Main 9878.

Club Headquarters, 573 South Pryor Street. Luncheons first and third Tuesdays at 1 p. m. at the Ansley Hotel.

##### ATLANTIC CITY (N. J.).

Club No. 141. Organized 5 January, 1915. President—IOS. McNAMEE, Marine Trust Co. Secretary—DR. J. S. LOGUE, Physician-Osteopath, New York Ave. and Boardwalk.

Luncheons every Tuesday, except 1st Tuesday in month, at Schlitz's Hotel, at 1 p. m. Meetings held 1st Tuesday in month at Strand Hotel.

##### AUBURN (N. Y.).

Club No. 163. Organized 12 April, 1915. President—W. J. HENRY, Pres. Henry & Allen Co., Mfr. Agricultural Implements. Phone 13, Res. Phone 3.

Secretary—E. P. KOHL, Advertising Mgr., Columbian Rope Co., 31 Williams St. Phone 780. Res. Phone 1067J.

Club Headquarters, Osborne House, Phone 94.  
Luncheons every Monday at 12:10 p. m., (except July and August) in Palm Room, Osborne House.

#### AUGUSTA (Ga.).

Club No. 138. Organized 23 September, 1914.  
President—RUFUS H. BROWN, Cashier Georgia Railroad Bank.

Secretary—MARION G. RIDGELY, Ellis & McIntosh Sts. Phone 667.  
Luncheons held every Wednesday at 2:15 p. m., at Albion Hotel.

#### AUSTIN (Texas).

Club No. 63. Organized 1 March, 1913.  
President—W. H. RICHARDSON, JR., Pres. W. H. Richardson & Co., Hardware. Mail address P. O. Box 33.

Secretary—J. W. EZELLE, Dist. Mgr. The Southwestern Tel. & Tel. Co. Mail address P. O. Box 956.  
Club headquarters at office of secretary, Telephone Bldg. 410 Congress Ave.

Luncheons every Thursday at 1 p. m. at Driskill Hotel.

#### BALTIMORE (Md.).

Club No. 48. Organized 3 January, 1912.  
President—JOHN B. BERGER, Pres. Baltimore Coöperation Co., Tanks and Coöperation, Leadenhall and Ostend Sts. Phone, South 889. Res. Phone Mt. Vernon 1570.

Secretary—ERNEST R. GORSUCH, Pres. The Gibson and Price Co., Furniture. 1918 E. Fayette St. Phone, St. Paul 153 and Wolfe 6333. Res. Phone Walbrook 1598.

Club Headquarters, Hotel Rennert, Liberty and Clay Streets. Phone, St. Paul 1800.

Luncheons every Tuesday at 1 p. m. in rear Main Dining Room Hotel Rennert.

HOTEL: Rennert, Liberty and Saratoga St. \$1.50 per day and up. \$2.00 per day and up with bath. European plan.

#### BARTLESVILLE (Okla.).

Club No. 190. Organized 15 October, 1915.  
President—R. L. BEATTIE, Vice-President Union National Bank.

Secretary—C. E. ALEXANDER, Pastor First Presbyterian Church, 115 East Fifth Street.  
Luncheon every Friday at 12:15 p. m. at Maire Hotel.

#### BATTLE CREEK (Mich.).

Club No. 187. Organized 21 June, 1915.  
President—Dr. HUGH W. CONKLIN, Osteopath, 312 Ward Bldg.

Secretary—FRED W. GAGE, Gage Printing Co., Ltd., Printer, McCamly & W. State Sts.  
Luncheons every Monday at 12:15 p. m. at Post Tavern.

#### BAY CITY (Mich.).

Club No. 134. Organized 14 April, 1914.  
President—WM. F. JENNISON, Jennison Hdw. Co. Phones Bell 110, Valley 156. Res. Phone Bell 427.

Secretary—JAS. C. McCABE, Secy. Bay City Board of Commerce. Phone Bell 1646, Valley 646. Res. Phone Bell 822.

Luncheons every Tuesday at 12:15 p. m. at Bay City Club.

#### BEAUMONT (Texas).

Club No. 72. Organized 26 February, 1913.  
President—MARSHALL G. MUSE, Mgr. Rosenthal Dry Goods Co.

Secretary—W. V. NEAL, Mgr. Jefferson Co. Traction Co.  
Meetings held Wednesday of each week at Hotel Crosby.

#### BINGHAMTON (N. Y.).

Club No. 64. Organized 7 March, 1912.  
President—D. J. KELLY, Supt. of Schools. Municipal Bldg. Phone Bell 616. Res. Phone Bell 855 R.

Secretary—BEN L. JOGGERST, Rubber Stamps. 5 Westcott Block, State St. Phone Bell 1676J.  
Club Headquarters at Secretary's Office.

Luncheons Wednesday 12:15 to 1:30 p. m.  
Meetings last Wednesday of month at 6:15 p. m.

#### BIRMINGHAM (Ala.).

Club No. 56. Organized 10 February, 1913.  
President—J. D. MOORE, Moore-Handley Hardware Co. Main 7741.

Secretary—JOHN C. HENLEY, care Birmingham Publishing Co., 1705 3rd Ave.  
Assistant Secretary—OLIVER COX, Cable Bldg., 1818 Second Ave. Phone 4078. (Address all communications to Mr. Cox.)

Luncheons each Wednesday, except third Wednesday of month, at Tutwiler Hotel, at 1 p. m.  
Meetings held third Wednesday of each month at 12:30 p. m. at Tutwiler Hotel.

#### BLOOMINGTON (Ill.).

Club No. 159. Organized 12 March, 1915.  
President—CHAS. F. J. AGLE, Feed. 200 S. Center St.

Secretary—J. A. PERKINS, Gas, Light & Power. 316 N. Main St.  
Meetings held every Thursday at 12:15 p. m. at Illinois Hotel.

#### BOSTON (Mass.).

Club No. 7. Organized 27 December, 1909.  
President—EDWIN C. MILLER, Pres. Henry F. Miller & Sons Piano Co., 395 Boylston St.

Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.

Luncheons every Wednesday at 1 p. m., generally the Boston City Club, except the last Wednesday of each month when the Monthly Supper is held in various downtown restaurants.

Monthly dinners second Monday of each month 6:30 p. m. at Hotel Lenox.

#### BROOKLYN (N. Y.).

Club No. 106. Organized 14 August, 1913.  
President—CHAS. JEROME EDWARDS, Mgr. The Equitable Life Assurance Society of the U. S. Life Insurance. 204 Montague St.

Secretary—FRED H. TIMPSON, Secy. & Treas. Brooklyn Life Pub. Co. Society Publications. 307 Washington St.

Meetings held second and fourth Thursdays of each month for luncheon, 1 p. m., at the Hotel Bossert.

#### BUFFALO (N. Y.).

Club No. 28. Organized 21 April, 1911.  
President—SAMUEL B. BOTSFORD, Partner Botsford & Lutte, Attorneys. 834 Prudential Bldg. Phones, Federal 24340, Bell Seneca 1307.

Secretary—GODFREY MORGAN, Mgr. Spencer, Kellogg & Sons, Inc. Grain Elevator Operation, 1101 Chamber of Commerce. Phones, Federal 21130, Bell Seneca 4134 or 1690.

Club Headquarters Hotel Statler.  
Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

#### BURLINGTON (Ia.).

Club No. 186. Organized 22 September, 1915.  
President—CARL S. LEOPOLD, Leopold Desk Co., 101 Clay St.

Secretary—G. P. EDGAR, Farms, 719 Iowa State Bldg. Luncheons held every Wednesday at noon at Burlington Hotel except fourth Wednesday of each month, when evening meeting is held at 6:30 p. m.

#### BUTTE (Mont.).

Club No. 140. Organized 1 July, 1914.  
President—DR. T. C. WITHERSPOON, Murray Hospital, Quartz and Alaska Streets.

Secretary—CHAS. AUSTIN, c-o Chamber of Commerce. Luncheons every Thursday at 12:30 p. m. at "Gamers."

#### CAMDEN (N. J.).

Club No. 59. Organized 3 December, 1912.  
President—JOSHUA C. HAINES, Prop. Camden Van Co., Storage & Moving, 610 Walnut St. Phone, Bell 414 A; Res. Keystone, 858.

Secretary—WM. A. STEWART, Secy. & Treas., Moffett & Stewart, Inc., Architects, 30 N. 3rd St. Phone Bell 1535. Res. Phone Bell 1792.

Luncheons every Tuesday in each month, except 1st Tuesday at 12 m. at Garden Hotel. Monthly meetings 1st Tuesday of month at 6 p. m. (except July and August) at the places of business of the different members.

#### CANTON (Ohio).

Club No. 146. Organized 8th January, 1915.  
President—C. R. McLEAN, Mgr. The Bradstreet Co., 912 22nd St. N. W. No. 502 both phones. Res. Phone 2982.

Secretary—GRANT B. WILLIS, Accountant, 713 Courtland Building. State Phone 116, Bell Phone 1692. Res. State Phone 7118.

Luncheons every Monday at 12 m. at either the Courtland Hotel or Bender's Hofbrau Haus.

Dinners first Friday of month at 6 p. m. at either the Courtland Hotel or Bender's Hofbrau Haus.

#### CHARLESTON (W. Va.).

Club No. 191. Organized 19 October, 1915.  
President—WILLIAM E. JONES, President Ohio Tool Company, Mfg. Steel Tools, South Charleston, W. Va.

Secretary—GLENN R. EDGAR, Mgr. The Nuway Company, Cleaners and Dyers, 115 Summers St.

#### CEDAR RAPIDS (Ia.).

Club No. 118. Organized 6 April, 1914.  
President—LUTHER A. BREWER, Publisher Torch Press., 4th Ave and 3rd St.

Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.  
Meetings held every Monday at 12:15 p. m., Montrose Hotel.

**CHATTANOOGA (Tenn.).**

Club No. 103. Organized 2 January, 1914.  
President—OTTO K. LEBRON, Edwards & LeBron, Jeweler, 805 Market St. Phone Main 1835. Res. Phone Hemlock 1200.  
Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St. Phone Main 191.  
Luncheons every Thursday of each month, at 12:10 p. m. at Hotel Patten.  
Meetings held third Thursday of each month, at 6:45 p. m., at Hotel Patten.

**CHICAGO (Ill.).**

Club No. 1. Organized 23 February, 1905.  
President—JAMES O. CRAIG, Pres. Business Men's Clearing House, 108 S. La Salle St. Phone, Franklin 772. Res. Phone, Hinsdale 680.  
Secretary—DR. WILL R. NEFF, Parlor "G," Hotel Sherman. Phone, Franklin 1125.  
Club Headquarters and Secretary's Office, Parlor "G," Hotel Sherman.  
Luncheons every Tuesday, 12:15 p. m. at Hotel Sherman, N. Clark and West Randolph Sts.  
Club dinners second and fourth Thursdays at 6:30 p. m. at various places.

**CINCINNATI (Ohio).****The 1916 Convention City.**

Club No. 17. Organized 15 September, 1910.  
President—RALPH A. TINGLE, The Standard Oil Co., Oil Jobber, 1400 State Ave. Phone, West 4150. Res. Phone, North 4027-Y.  
Secretary—CHAS. B. WILBERDING, Tailor, 205 Neave Bldg. Phone, Main 3922.  
Club Headquarters and Secretary's office, 205 Neave Bldg. Phone, Main 3922.  
Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

**CLEBURNE (Texas).**

Club No. 110. Organized July, 1913.  
President—W. C. WILSON, Wilson Hardware Co.  
Secretary—CECIL HORNE, Editor Cleburne Morning Review and Johnson County Review. Printers, Publishers, and Stationers, 11 West Henderson St.  
Luncheons held every Thursday at 12:45 at Hotel Raymond.

**CLEVELAND (Ohio).**

Club No. 18. Organized 1 December, 1910.  
President—C. F. LAUGHLIN, The C. F. Laughlin Co., Real Estate Loans, 219 Williamson Bldg. Phones, Erie 35, Main 35.  
Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168.  
Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. C. M. APP, Assistant Secretary. Phones, Central 23 and Prospect 75.  
Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler.  
Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

**CLINTON (Ia.).**

Club No. 175. Organized 24 June, 1915.  
President—OTTO KORN, Baker, 250 5th Ave.  
Secretary—D. H. WINGET, Printing, 212 7th Ave.

**COLUMBUS (Ohio).**

Club No. 38. Organized January, 1912.  
President—JAS. T. DANIELS, Traffic Supt. Ohio Division, Central Union Telephone Company, Central Union Bldg., 33 No. 3rd St.  
Secretary—HERBERT SHERWOOD WARWICK, General Agent State Mutual Life Assurance Co., 242 Chamber of Commerce Bldg.  
Luncheons every Tuesday noon, Hotel Virginia, Gay and Third Sts., at 12 m. prompt.

**CORPUS CHRISTI (Texas).**

Club No. 125. Organized 16 June, 1914.  
President—L. R. LOVING, Mgr. Loving-White Clothing Co. 609 N. Chaparral St.  
Secretary—H. H. EDWARDS, Mgr. Corpus Christi Printing Co., 311 Mesquite St.  
Luncheons every Thursday at 12:30 p. m. Nueces Hotel.

**COUNCIL BLUFFS (Ia.).**

Club No. 153. Organized 23rd February, 1915.  
President—C. C. LYON, c/o Council Bluffs Stock Remedy Co., 1802 W. Broadway.  
Secretary—C. H. WOODWARD, John G. Woodward & Co., Wholesale Confectioners, 211-15 Broadway.  
Luncheons every Friday (except last Friday in month) at 12:15 p. m. at Hotel Grand.  
Meetings last Friday of month at 6:15 p. m.

**DALLAS (Texas).**

Club No. 39. Organized May, 1911.  
President—ROBT. L. THORNTON, Secy.-Mgr. United Land & Bldg. Co., 1003 Main St. Bell Phone Main 1306. Res. Phone Haskell 1457.  
Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg. Phone Main 5488. Res. Phone Haskell 1696.  
Meetings held on Thursday at 12:15 p. m., Oriental Hotel.  
HOTEL: New Oriental, American \$3.00 and up. European \$1.50 and up. Otto Herold, Mgr.

**DANVILLE (Ill.).**

Club No. 188. Organized 1 October, 1915.  
President—THOS. J. COSSEY, Crystal Ice Co., Ice Mfrs., 106 Washington Ave.  
Secretary—LOUIS J. NARDINE, Secy. Leseure Bros., Inc., Jobbers and Retailers Cigars and Tobaccos, Billiards, 44 N. Vermilion St.  
Luncheons every Friday at 12:15 p. m. at Plaza Hotel.

**DAVENPORT (Iowa).**

Club No. 34. Organized 10 November, 1911.  
President—OSWALD BECKER, Dist. Mgr., Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone Davenport 4091. Res. Phone Dav. 3640.  
Secretary—GEO. A. PRIDE, Mgr. Royal Typewriter Co., 301 Central Office Bldg. Phone Dav. 270. Res. Phone Dav. 270-L2.  
Club Headquarters at office of Secretary.  
Luncheons held every Monday at 12 m. at the Hotel Blackhawk, except the 1st Monday in month when it is held at the Commercial Club.

**DAYTON (Ohio).**

Club No. 47. Organized 14 May, 1912.  
President—J. A. MACMILLAN, The Dayton Rubber Mfg. Co., Rubber Manufacturers, Kiser and Ray Sts. Phone East 179.  
Secretary—GEO. S. BLANCHARD, President The Blanchard Structural Products Co., Structural Steel Products, 603 Schwind Bldg. Phone Main 622.  
Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.  
HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

**DECATUR (Ill.).**

Club No. 180. Organized 19 October, 1914.  
President—DANIEL BONUS, Bonus System of Musical Education, 139 N. College St. Office and Res. Phone, Bell 4192.  
Secretary—W. ELMER WHITE, Credit Mgr. Linn & Scruggs Dry Gds. and Carpet Co., cor. Main and S. Water Streets. Phones, Automatic 2171, Bell 3934. Res. Phone, Bell 2677.  
Club Headquarters at office of Secretary.  
Luncheons first and third Monday of month, 12:30 p. m. to 2 p. m., at Greider's Cafe, No. 135-139 E. Main St.

**DENVER (Colo.).**

Club No. 31. Organized 25 October, 1911.  
President—J. CLAIRE EVANS, Mine & Smelter Supply Co., 17th and Blake Streets, P. O. Box 1721. Phone Main 515.  
Secretary—P. D. WHITAKER, Advertising Counselor, 421 First Nat'l Bank Bldg.  
Club Headquarters at office of Secretary.  
Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

**DES MOINES (Iowa).**

Club No. 27. Organized 1 May, 1911.  
President—WM. E. TONE, Tone Bros., Coffee & Spices, 109 Court Ave. Phone Walnut 570. Res. Phone D. P. 2013.  
Secretary—G. L. HOSTETLER, Photographer, 300 K. P. Bldg. Phone Walnut 569. Res. Phone D. P. 986.  
Club Headquarters at office of Secretary.  
Meetings held at Savery Hotel every other Thursday.

**DETROIT (Mich.).**

Club No. 16. Organized July, 1910.  
President—EDWARD N. HINES, County Road Commissioner, Good Roads, 46-48 Larned St., E. Phone, Main 3167.  
Secretary—ELTON F. HASCAIL, The Detroit Refining Co., Lubricating Oils, Mnhs., 906 Majestic Bldg. Phone, M-187.  
Club Headquarters maintained at office of Secretary.  
Luncheons every Wednesday at 12:30 p. m. at Hotel Statler.

**DULUTH (Minn.).**

Club No. 25. Organized 11 February, 1911.  
President—E. N. WHYTE, President Curry & Whyte Co., Wholesale Forest Products, 511 Lyceum Bldg. Phone Melrose 1838.



Secretary—WM. M. GRAVATT, Wm. M. Gravatt & Co., 205 Lonsdale Bldg., cor. 3rd Ave. W. and Superior St. Phone Melrose 142 and Grand 466.

Club Headquarters maintained at office of Secretary. Luncheons each Thursday at various places at 12 m. except on the last Thursday of each month when a dinner is held at 6:30 p. m.

#### EASTON (Penna.).

Club No. 149. Organized 11 February, 1915.  
President—W. M. HEIBERGER, Shoes. 239 Northampton St.  
Secretary—W. E. CHURCHMAN, Prop. Churchman Business College, 303 Northampton Nat'l Bk. Bldg.  
Luncheons every Thursday at 12:15 p. m. at Seip's Cafe.

#### EL PASO (Texas).

Club No. 119. Organized 9 April, 1914.  
President—A. E. ROWLANDS, Burroughs Adding Machine Co., P. O. Box 702.  
Secretary—J. R. SEGALL, El Paso Optical Co., 108 Texas St.  
Meetings held every Thursday at 12:15 p. m. at the Rotary Grill in the Sheldon Hotel.

#### ERIE (Penna.).

Club No. 91. Organized 8 September, 1913.  
President—JAMES M. DICKEY, The Mutual Life Insurance Co., of New York, Life Insurance, 304 Masonic Temple.  
Secretary—JOHN P. SMART, Secretary and Treasurer, Erie & Pittsburgh R. R. Co., 16 Scott Bldg.  
Weekly luncheon and meeting of club is held each Wednesday at 12:30 p. m. at the Lawrence Hotel.

#### EVANSVILLE (Ind.).

Club No. 102. Organized 9 December, 1913.  
President—A. L. SWANSON, Electricity, 316 Upper 2nd St.  
Secretary—A. W. SEVRINGHAUS, Purchasing Agent Parsons-Scoville Co., Wholesale Groceries, 915 Main St.  
Luncheon every Tuesday at 12:15 at St. George Hotel.

#### FORT WAYNE (Ind.).

Club No. 154. Organized 5 January, 1915.  
President—FRANK E. BOHN, Asst. Gen. Mgr. Home Telephone & Telegraph Co., Phones 119 or 1111.  
Secretary—CHARLES L. BIEDERWOLF, Secretary Commercial Club of Fort Wayne, Phone 529.  
Club Headquarters at The Commercial Club.  
Luncheons each Wednesday at 12:15 p. m. at Commercial Club.  
Meetings first Monday of each month at 6:30 p. m.

#### FORT WORTH (Texas).

Club No. 75. Organized 11 March, 1913.  
President—HARRY J. ADAMS, Pres. Sandegard Grocery Co. Retail Grocers. Cor. 10th & Houston Sts. Phone Lamar 4020. Res. Phone Lamar 5706.  
Secretary—ADAMS B. VERA, Vera-Reynolds & Co. Insurance & Bonds. 405-6 Reynolds Bldg. Phone, Lamar 1037. Res. Phone Rosedale 505.  
Club Headquarters at office of secretary.  
Luncheons every Friday 12:15 to 1:30 p. m. at Metropolitan Hotel.  
HOTEL: Metropolitan, 8th to 9th Sts. European. \$1.00 and up.

#### GALESBURG (Ill.).

Club No. 133. Organized 29 April, 1914.  
President—CHAS. W. HOYT, Supt. O. T. Johnson Co., Main St.  
Secretary—FREDERICK C. WEBSTER, Insurance and Real Estate. Holmes Bldg.  
Headquarters at Galesburg Club Bldg.  
Luncheons held first and third Thursday at 12 m.  
Meetings held second and fourth Thursday at 6:30 p. m.

#### GALVESTON (Texas).

Club No. 73. Organized 8 February, 1913.  
President—FRANK A. ALLEN, T. B. Allen & Co., Wholesale Lumber and Staves, Security Bldg. Phone 1755. Res. Phone 3194.  
Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700. Res. Phone 3434.  
Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez.  
HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

#### GRAND RAPIDS (Mich.).

Club No. 77. Organized 26 March, 1913.  
President—S. EUGENE OSGOOD, Architect, G. R. Herald Bldg. Phone Citizens 1037. Res. Citizens 8738.  
Secretary—ALBERT L. HAMMER, Commercial Credit Co., Murray Bldg. Phone Citizens 4206. Res. Citizens 32331.  
Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe, or various places.

#### HAGERSTOWN (Md.).

Club No. 165. Organized 14 January, 1915.

President—C. G. TRIESLER, Supt. Metropolitan Life Ins. Co., 16 W. Washington St. Bell Phone Hagerstown 9005.

Secretary—MARK MELLOR, Dist. Mgr. Ches. & Pot. Tel. Co., 33 S. Jonathan St. Bell Phone Hagerstown 1044.  
Luncheons held second and fourth Thursday at 12:30 p. m. at Country Club.

#### HARRISBURG (Penna.).

Club No. 23. Organized 3 May, 1911.  
President—ARTHUR D. BACON, Pres. and Gen. Mgr. D. Bacon Co., Wholesale Confectionery, 435 S. Cameron St. Phones, Bell 57 and Cumb. 326.  
Secretary—WM. M. ROBISON, Local Mgr. Insurance Co. of North America, Fire Insurance, 708 Telegraph Bldg. Phones, Bell 2072 and Cumb. 236x.  
Club Headquarters at office of Secretary.  
Luncheons every Monday noon at the Senate Hotel.  
Meetings held on 1st and 3rd Tuesdays of month at various places.

#### HARTFORD (Conn.).

Club No. 26. Organized 6 December, 1910.  
President—FRANK G. MACOMBER, Editor-Pres. Globe Publishing Co., 12 Central Row. Phone, Charter 1162. Res. Phone, Elizabeth 535.  
Secretary—MICHAEL C. MANTERNACH, Pres. The Manternach Co., Process Engravers, 74 Union Pl. Phone, Charter 4410. Res. Phone, Elizabeth 602.  
Luncheons at irregular times.  
Meetings second Wednesday night of month, September to June, at various places.

#### HAVERHILL (Mass.).

Club No. 167. Organized 18 September, 1914.  
President—FREDERICK H. TILTON, Partner, Tilton & Cogswell, Lawyer, 191 Merrimack Street. Phone 272. Res. Phone 2604M.  
Secretary—RAYMOND F. PAGE, Prop. Page Taxicab Company, 62 Elm St. Phone 100. Res. Phone 580.

#### HIGHLAND PARK (Mich.).

Club No. 161. Organized 8 March, 1915.  
President—JOSEPH F. CRUSOE, Special Agent Sun Life Assurance Co., 2940 Woodward Ave. Phone, Hemlock 2684.  
Secretary—HARRY A. SISSON, Bus. Mgr. Highland Park Times, 11 Davison Ave. Phone Hemlock 2216.  
Luncheons held each Tuesday at 12:30 p. m. at Brown's Highland Park Creamery, 2941 Woodward Ave.

#### HONOLULU (Hawaii)

Club No. 170. Organized 10 March, 1915.  
President—SUMNER S. PAXSON, Mgr. Schuman Carriage Co., Ltd., Automobiles. Phone 4977. Res. Phone 5461.  
Secretary—LEWIS H. UNDERWOOD, Lewers & Cooke, Ltd., Lumber. Phone 1261. Res. Phone 1746.  
Club Headquarters at office of Secretary.  
Luncheon every Thursday at Commercial Club.

#### HOUSTON (Texas).

Club No. 53. Organized 30 August, 1912.  
President—ELIJAH COLES, Rice & Coles, Coal and Wood Dealers, P. O. Box 699.  
Secretary—GEO. M. WOODWARD, Good Texas Lands, 1727 Rice Hotel.  
Club Headquarters, 1727 Rice Hotel.  
Luncheon and Meeting every Thursday at 12:15 p. m. on the roof or in the banquet hall of the Rice Hotel.

#### HUNTINGTON (W. Va.)

Club No. 169. Organized 10 June, 1915.  
President—W. H. BANKS, Banks Supply Co. Mine & Mill Supplies. 1117 5th Ave. Phone 12.  
Secretary—W. R. POWER, Consol. L. H. & P. Co. Mfr. Electric Light and Power. 232 5th Ave. Phone 2812.  
Luncheons second and fourth Tuesdays of each month at 12:15 p. m., at the Frederick Hotel.

#### HUTCHINSON (Kansas).

Club No. 189. Organized 11 October, 1915.  
President—W. L. ROSIER, c-o Hutchinson Oil Company.  
Secretary—EUSTACE SMITH, Attorney, 1st Nat. Bldg.

#### INDIANAPOLIS (Ind.).

Club No. 58. Organized 17 February, 1913.  
President—DICK MILLER, Prop. & Mgr., Miller & Co., Investment Bonds Broker, 23 N. Penna. St.  
Secretary—H. A. ZIMMERMAN, Mgr. Remington Typewriter Co. 6 W. Market St.  
Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

#### IOWA CITY (Iowa).

Club No. 192. Organized 4 November, 1915.  
President—WM. P. HOHENSCUH, Undertaker, 19 S. Dubuque St.  
Secretary—EARL S. BROWNING, Secretary Iowa City Commercial Club, Commercial Secretary, 11½ E. Washington St.  
Luncheons Thursday at 12:15 p. m. at Hotel Jefferson.



**ITHACA (N. Y.).**

Club No. 166. Organized 10th February, 1914.  
 President—L. C. BEMENT, Pres. L. C. Bement, Inc.,  
 Haberdasher, 142 E. State St. Phone 180-J. Res.  
 Phone 429-W.  
 Secretary—P. O. WOOD, Partner P. W. Wood & Son,  
 Accident Insurance, 102 E. State St. Phone 1073.  
 Res. Phone 337-J.  
 Luncheons held first and third Tuesday at 1 p. m.  
 at Ithaca Hotel.

**JACKSON (Miss.).**

Club No. 144. Organized 29 July, 1914.  
 President—ROBT. E. KENNINGTON Prop., R. E.  
 Kennington's, E. Capitol & Congress. Phone 1541.  
 Res. Phone 433.  
 Secretary—J. PAUL TATOM, Prop., Tatom Shoe Store,  
 415 E. Capitol St.  
 Luncheons every Wednesday from 1 to 2 p. m. at  
 Hotel Edwards.

**JACKSONVILLE (Fla.).**

Club No. 41. Organized 14 February, 1912.  
 President—GEORGE E. LEONARD, Partner Leonard  
 & McGraw Co. Real Estate, 1218 Heard Bldg. Phone  
 211. Res. Phone 4548-L.  
 Secretary—R. T. ARNOLD, Treas. Arnold Printing Co.,  
 224 E. Forsyth St. Phone, 3462. Res. Phone 2012J.  
 Headquarters, 202 Clark Bldg.  
 Luncheons 2nd and 4th Tuesday at one o'clock, Aragon  
 Hotel. Evening meeting 3rd Tuesday at 6:30 p. m.,  
 Aragon Hotel.

**JOLIET (Ill.).**

Club No. 78. Organized November, 1910.  
 President—MAURICE F. LENNON, Attorney.  
 Secretary—GEO. B. WISWELL, West Music Co., 119  
 N. Ottawa St., Chicago. Phone 420.  
 Luncheons every Tuesday at 12 m. Rotary Banquet  
 Room Hobbs Cafe.  
 Meetings on last Thursday night of each month at 7:00  
 p. m. at Commercial Club.

**KALAMAZOO (Mich.).**

Club No. 142. Organized 29 December, 1914.  
 President—GEO. B. PULFER, Kalamazoo Corset Co.,  
 Cor. Eleanor and Church Streets.  
 Secretary—GEO. P. WIGGINTON, Kalamazoo Loose  
 Leaf Binder Co., 320 W. Kalamazoo Ave.  
 Luncheons every Tuesday at 12:15 p. m. at Park Ameri-  
 can Hotel.

**KANKAKEE (Ill.).**

Club No. 174. Organized 25 June, 1915.  
 President—C. M. CLAY BUNTAIN, Attorney-at-law,  
 Cobb Bldg.  
 Secretary—J. J. RONDY, Stationery & Sporting Goods,  
 244 Court St.

**KANSAS CITY (Mo.).**

Club No. 13. Organized 30 April, 1910.  
 President—JAMES N. RUSSELL, Russell Grain Co.,  
 Grain, 1113-23 W. 8th St. Both Phones, Main 421.  
 Res. Phone, S.2902.  
 Secretary—LYLE A. STEPHENSON, Gen'l Agt. Con-  
 tinental Casualty Co., of Chicago, Accident, Health  
 and Casualty Insurance, 118 East 10th St. Both  
 Phones, Main 1188. Res. Phone, Bell, S.1577.  
 Club Headquarters, 118 East Tenth St. Bell Phone  
 Main 788. Franklin Moore, Asst. Secretary.  
 Luncheon every Thursday from 12:30 to 2 p. m. Round  
 Table Luncheon every day, Hotel Baltimore.

**KNOXVILLE (Tenn.).**

Club No. 181. Organized 7 June, 1915.  
 President—DAVID C. CHAPMAN, Pres. Chapman  
 Drug Co., Whlse, Drugs, 214 S. Gay St.  
 Secretary—J. L. BOWLES, Secy. Knoxville Board of  
 Commerce, 422 S. Gay St.  
 Luncheons every other Tuesday at 12:30 p. m. at Cum-  
 berland Club.

**LANCASTER (Penna.).**

Club No. 176. Organized January, 1915.  
 President—JOHN H. WICKERSHAM, Designing En-  
 gineer, Breneman Bldg.  
 Secretary—RALPH QUINN, Mgr. Remington Type-  
 writer Co. 5 East Orange St.  
 Luncheons held bi-weekly on Mondays from 12:15 to  
 1:30 p. m. at Brunswick Hotel, Stevens House.

**LEXINGTON (Ky.).**

Club No. 182. Organized 23 June, 1915.  
 President—GEO. T. GRAVES, Pres. and Gen. Mgr. Lex-  
 ington Steam Laundry. Phone 62. Res. Phone  
 No. 1433.  
 Secretary—FRANK BATTAILE, Secy. and Treas.  
 University Book Store. Phone 956. Res. Phone 1054.  
 Luncheons every Friday, except the fourth Friday in  
 the month, at 12:15 p. m. at Phoenix Hotel.  
 Meetings fourth Friday of month at 6:15 p. m. at  
 Phoenix Hotel.

**LIMA (Ohio).**

Club No. 143. Organized 19 January, 1915.  
 President—HENRY G. WEMMER, Vice-Pres. & Gen.  
 Mgr. The Deisel-Wemmer Co. Cigar Manufacturers.  
 Secretary—L. S. GALVIN, Vice-Pres. & Bus. Mgr. Lima  
 Daily News, 121 E High St.  
 Luncheons every Monday (except fourth Monday in  
 month) from 11:45 a. m. to 1 p. m. in the Rose Room,  
 Hotel Norval.  
 Meetings held fourth Monday of month at 6 p. m.

**LINCOLN (Neb.).**

Club No. 14. Organized 6 June, 1910.  
 President—O. J. FEE, Mgr. Evans Laundry Co. 327  
 No. 12th St. Phone B 3355. Res. Phone F2160.  
 Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insur-  
 ance Agency, General Insurance, 128 N. 11th St.  
 Phone B 1002. Res. Phone F2211.  
 Club Headquarters at office of Secretary.  
 Meetings every Tuesday noon at Lincoln Hotel.  
 HOTEL: Lincoln Hotel, European, 9th and P Sts., Ro-  
 tary Hotel, F. J. Richards, Mgr.

**LITTLE ROCK (Ark.).**

Club No. 99. Organized 14 January, 1914.  
 President—J. B. DICKINSON, Partner Cooper-Dickin-  
 son Grocer Co.  
 Secretary—S. M. BROOKS, S. M. Brooks Adv. Agency,  
 808 State Bank Bldg. Phone 1326.  
 Meetings are held at 12:30 p. m., Marion Hotel on  
 Thursdays.

**LOS ANGELES (Calif.).**

Club No. 5. Organized 29 June, 1909.  
 President—SYLVESTER L. WEAVER, Pres. Weaver  
 Roof Co., 339-41 E. 2nd St. Phones F2855 and Bdwy  
 784.  
 Secretary—H. C. WARDEN, 301-2 Delta Bldg. Phones,  
 Home, F7343; Sunset, Main 7343.  
 Club Headquarters, 301-2 Delta Bldg., 426 S. Spring St.  
 Club meets every Friday for luncheon at Alexandria  
 Hotel.  
 HOTEL: Hollenbeck, Spring and Second Streets, 500  
 rooms, 300 baths. Rates, \$1.00 and up. Excellent  
 cafe.

**LOUISVILLE (Ky.).**

Club No. 45. Organized 14 June, 1912.  
 President—FRANK T. BUERCK, Sales Mgr. Courier  
 Journal Job Printing Co. Phones Main 67 and City 67.  
 Secretary—S. A. CAMPBELL, Agt. Cumberland Gap  
 Dispatch, Fast Freight from Eastern Cities, 1008  
 Columbia Bldg.  
 Club Headquarters at office of Secretary.  
 Luncheons every Thursday at 12:15 p. m. at Hotel Wat-  
 terson, with the exception of the last Thursday in  
 month, when meeting is held at 6:30 p. m.

**MALESTER (Okla.).**

Club No. 164. Organized 1 August, 1914.  
 President—DR. E. H. TROY, Physician & Surgeon.  
 Phone 190. Res. Phone 171.  
 Secretary—FRED STRUBLE, Merchandise Broker.  
 Phone 832. Res. Phone 311.  
 Luncheons held each Tuesday at 12 m. at Busby Hotel.

**MCKEESPORT (Pa.).**

Club No. 115. Organized 12 December, 1913.  
 President—JNO. A. RUSSELL, Builders' Supply Co.,  
 4th and Water Streets. Phone Bell 305. Res. Bell  
 903-J.  
 Secretary—R. W. JUNKER, Real Estate & Insurance,  
 407 People's Bank Bldg. Phone Bell 937. Res. Bell 895.  
 Meetings every other Thursday at 6 p. m. at the various  
 down town places.

**MACON (Ga.).**

Club No. 104. Organized 7 January, 1914.  
 President—MALCOLM D. JONES, Partner Miller &  
 Jones, Attorneys, 1015 Ga. Life Bldg.  
 Secretary—CHARLES M. GRIER, Mgr. Postal Tele-  
 graph and Cable Co., 418 Cherry St.  
 Luncheons held at Hotel Lanier every Wednesday at  
 1 p. m.

**MADISON (Wis.).**

Club No. 71. Organized 3 April, 1913.  
 President—JOHN ST. JOHN, Secretary Madison Gas  
 & Electric Co., 120 E. Main St. Phone 4400.  
 Secretary—F. W. HUELS, Motorcycles, 115 State St.  
 Phone, 127.  
 Meetings every Thursday at 12:30 p. m., at Madison  
 Club.

**MARSHALLTOWN (Ia.).**

Club No. 185. Organized 7 July, 1915.  
 President—WALLACE H. ARNEY, Pres. Iowa Savings  
 Bank. Phone 43. Res. 1508 Red.  
 Secretary—FRANK G. PIERCE, Publisher American  
 Municipalities, 119 E. Main St. Phone 216. Res.  
 Phone 1100.  
 Luncheon every other Monday at 7 p. m. at Pilgrim  
 Hotel.

**MEMPHIS (Tenn.).**

Club No. 96. Organized 22 January, 1914.  
 President—J. J. THORNTON, Supt., The Bradstreet Co., Central Bank Bldg. Phone, Main 5150, Hemlock 1366-J.  
 Secretary—G. O. WARING, Snow, Church & Co., Collections and Adjustments, 724 Exchange Bldg. Phones Main 640 and Hemlock 22.  
 Club Headquarters at 724 Exchange Bldg. Phone Main 640.  
 Luncheons every Tuesday from 12:30 to 1:30 at Hotel Chisca, with the exception of the last Tuesday in month, when the meeting is held at 6:30 p. m.

**MILWAUKEE (Wis.).**

Club No. 57. Organized 29 January, 1913.  
 President—MILTON C. POTTER, Supt. Milwaukee Public Schools, Tenth and Prairie Sts. Phone Grand 5360. Res. Phone Lake 1856.  
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127. Res. Phone West 2272.  
 Club Headquarters, Room 26, Hotel Pfister. Phone, Main 3920.  
 Club luncheons held every Monday at the Hotel Pfister, 12:15 p. m.

**MINNEAPOLIS (Minn.).**

Club No. 9. Organized 18 February, 1910.  
 President—LEON C. WARNER, Pres. & Mgr. Warner Hardware Co., 13 S. 6th St.  
 Secretary—HERBERT U. NELSON, Secy. Citizens' Club, 2010 Minnehaha Ave. So.  
 Club Headquarters at 15 S. 6th St.  
 Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

**MOBILE (Ala.).**

Club No. 120. Organized 14 May, 1914.  
 President—PALMER PILLSBURY, Admiralty Lawyer, 710-13 Van Antwerp Bldg.  
 Secretary—DR. H. W. TAYLOR, Taylor-Reynolds Optical Co., Manufacturing Opticians, Wholesale and Retail, 207 Michigan Ave.  
 Luncheons every Thursday at 1 p. m. at the Rotary Room of Cawthon Hotel.

**MOBILE (Ill.).**

Club No. 131. Organized 29 September, 1914.  
 President—RICHARD S. HOSFORD, Office Mgr. Deere & Co. Implement Mfg. Phone 4.  
 Secretary—WM. H. SCHULZKE, Architect. 610 Peoples Bank Bldg. Phone 281.  
 Club Headquarters at office of Secretary.  
 Luncheons every Wednesday at 12:10 p. m. at Manufacturer's Hotel.

**MONTGOMERY (Ala.).**

Club No. 86. Organized 17 October, 1913.  
 President—EMIL J. MEYER, Mass. Mutual Life Ins. Co. Bell Bldg.  
 Secretary—W. F. BLACK, P. O. Box 574.  
 Luncheons every Wednesday at 1 p. m. at Gay-Teague Hotel.

**MORRIS (Ill.).**

Club No. 171. Organized 10 April, 1915.  
 President—O. T. WILSON, 201 E. Illinois St.  
 Secretary—WALTER S. WAGNER, 218 Liberty St.  
 Meetings second and fourth Tuesdays at 6:30 p. m. at Saratoga Cafe.

**MUSKOGEE (Okla.).**

Club No. 87. Organized 26 September, 1913.  
 President—E. W. SMARTT, JR., Mgr. Muskogee Transfer Co. (Transfer & Storage). 4th & Elgin. Phone 402. Res. Phone 3502.  
 Secretary—JOHN A. ARNOLD, Public Accountant, 528-529 Flynn-Ames Bldg. Phone 1225. Res. Phone 3761.  
 Club Headquarters at office of Secretary.  
 Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

**NASHVILLE (Tenn.).**

Club No. 94. Organized 25 November, 1913.  
 President—HAMILTON LOVE, Pres. Love, Boyd & Co., Lumber, Shelby Ave. & River. Phone Main 1077.  
 Secretary—HOUSTON W. FALL, Pres. Fall's Business College, Commercial School, 8th Ave. and Broadway. Phone Main 1823.  
 Luncheon every Tuesday at 12:15 at Hotel Hermitage.

**NEWARK (N. J.).**

Club No. 49. Organized September, 1910.  
 President—ARTHUR W. GREASON, Cashier National State Bank, 810 Broad St.  
 Secretary—ALEXANDER I. REILLY, Public Stenographer, 810 Broad St. Phone, Market 2156.  
 Club Headquarters at office of Secretary.  
 Luncheons every Tuesday except second Tuesday of

month at 12:30 p. m. at Achtel Stettens' Restaurant, 842 Broad St.  
 Meetings second Tuesday evening in each month, excepting July and August, at Achtel Stettens' Restaurant.

**NEW CASTLE (Penna.).**

Club No. 89. Organized 21 November, 1913.  
 President—EDGAR E. SEAVY, Photographer, 12 N. Mercer St. Phone Bell 230.  
 Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.  
 Club Headquarters at Secretary's office.  
 Luncheons every Monday at 12:15 at Y. M. C. A.  
 Meetings are held first Monday of each month at various places.

**NEW ORLEANS (La.).**

Club No. 12. Organized 22 April, 1910.  
 President—BENJAMIN C. BROWN, New Orleans Ice Cream Co., 1326 Baronne St. Phone, Main Jackson 20.  
 Secretary—WM. R. BURK, Architect. 840 Gravier St. Phone, Main 2127.  
 Club Headquarters at 840 Gravier St.  
 Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

**NEW YORK (N. Y.).**

Club No. 6. Organized 24 August, 1909.  
 President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680. Res. Phone Audobon 3749.  
 Secretary—WM. J. DODGE, Attorney-at-law, 149 Broadway. Phone Cort. 4784. Res. Phone Midwood 6019.  
 Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 477. Phone Madison Sq. 3050 and 6100.  
 Address all communications for Secretary to Club Headquarters.  
 Meetings on the first Tuesday of each month, excepting July and August, at Hotel McAlpin. Weekly luncheons, Thursdays, at 12:30 p. m., Hotel McAlpin.  
 HOTEL: Majestic, Central Pk. West at 72nd St.  
 Residential, Rates \$2.00 per day and up. Copeland Townsend, Managing Director.

**NORFOLK (Va.).**

Club No. 114. Organized March, 1914.  
 President—ROBERT JOHNSTON, SR., Pres. Old Dominion Paper Co., Wholesale Paper. Phone Norfolk 1637.  
 Secretary—C. J. MAINS, Advertising Mgr. Virginian-Pilot Publishing Co. Phone Norfolk 163.  
 Address all mail to Fairfax Hotel. Phone Main 2604 and Arcade 248.  
 Luncheons every Tuesday, except week of monthly meeting, at 1:00 p. m. at Fairfax Hotel.  
 Meetings, Thursday of the third week of each month at 7:00 p. m., Hotel Fairfax.  
 HOTEL: Hotel Fairfax, Rotary Hotel. European, \$1.00 to \$2.50. Ask for Bell.

**OAKLAND (Calif.).**

Club No. 3. Organized February, 1909.  
 President—V. O. LAWRENCE, Pres. Lawrence Warehouse Co., Merchandise Warehouses, 402-11th St. Phone, Lakeside 456 and 457. Res. Phone Merritt 1832.  
 Secretary—HOWARD SCHAEFER, 526 Dalziel Bldg. Phone Lakeside 287.  
 Club Headquarters, 526 Dalziel Bldg. Phone Lakeside 287.  
 Luncheons, Thursdays 12:15 to 1:30 Hotel Oakland.

**OKLAHOMA CITY (Okla.).**

Club No. 29. Organized October, 1910.  
 President—WALTER C. DEAN, Dean Jewelry Co., Retail, 137 W. Main St. Phone, W. 2535.  
 Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steadman, Ins. Agency, 922 State Nat'l Bank Bldg.  
 Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner.  
 Club Headquarters are the Secretary's office.

**OMAHA (Neb.).**

Club No. 37. Organized 4 August, 1911.  
 President—HARLEY G. MOORHEAD, Attorney, Court House. Phone Douglass 3008. Res. Phone Harney 354.  
 Secretary—WM. E. TAUBE, Mgr. Union Match Co., 230 Brandeis Theatre Bldg. Phone Douglas 3538. Res. Phone Douglas 2787.  
 Club Headquarters 230-4 Brandeis Thr. Bldg. Phones Douglas 3538 and Douglas 97.  
 Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.  
 HOTEL: New Henshaw, 15th & Farnam Streets. \$1.00 and up without bath. \$2.00 and up with bath. European plan.

**OTTAWA (Ill.).**

Club No. 128. Organized 6 February, 1914.  
 President—**I. D. VINCENT**, Hamilton & Vincent,  
 Flour, Feed & Cement, 222 W. Main St.  
 Secretary—**CHAS. BRADFORD**, Advertising, 610 Clin-  
 ton St.  
 Luncheons third Tuesday of each month at 12:00 m. at  
 Clifton Hotel.  
 Meetings first Tuesday of each month at 7:00 p. m., at  
 Clifton Hotel.

**OWENSBORO (Ky.).**

Club No. 178. Organized 15 July, 1915.  
 President—**E. W. SMITH**, Pres. E. W. Smith Furniture  
 Company, 115 E. 2nd St. Phone, Bell 102-J.  
 Secretary—**E. P. SOUTARD**, Pres. The Southard Co.,  
 Bakery, 405 W. 4th St. Phone, Bell 635. Res. Phone,  
 Home 1188.  
 Luncheons every Wednesday at 12:15 p. m. at Palace of  
 Sweets.

**PADUCAH (Ky.).**

Club No. 139. Organized 16 October, 1914.  
 President—**E. G. SCOTT**, Gen. Mgr. Smith-Scott  
 Tobacco Co., Tobacco Manufacturers, 8th and Bur-  
 nett Sts.  
 Secretary—**L. L. BILLUPS**, Dist. Mgr. Cumberland Tel.  
 & Tel. Co., Telephone Service, 124 S. 4th St.  
 Luncheons every other Wednesday at 12:15 p. m. at  
 the Palmer House.

**PALESTINE (Texas).**

Club No. 111. Organized 1 June, 1913.  
 President—**H. V. HAMILTON**, Editor Palestine Herald,  
 Oak St. Phone 472.  
 Secretary—**DR. ROY W. DUNLAP**, Physician. (Eye,  
 Ear, Nose and Throat), Room 26 Link Bldg. Phone  
 594. Res. Phone 1158.  
 Meetings held on 2nd and 4th Wednesdays of each month,  
 12 m., at Interstate Restaurant.

**PARSONS (Kansas).**

Club No. 184. Organized 15 September, 1915.  
 President—**GEO. B. KARR**, Baldwin Shirt Company,  
 Custom Shirts, 2400 Broadway.  
 Secretary—**FRANK A. PFEIFFER**, Pfeiffer Jewelry  
 Co., 1810 Main Street.

**PATERSON (N. J.).**

Club No. 70. Organized 25 February, 1913.  
 President—**EDWARD SCEERY**, Florist, 85 Broadway.  
 Phone 493.  
 Secretary—**WALTER S. MILLS**, H. W. Mills, Hard-  
 ware, 59 Washington St.  
 Meetings held third Thursday of the month at 6:30  
 p. m. at G. H. Crawford's, 148 Washington St.

**PENSACOLA (Fla.).**

Club No. 162. Organized 9 March, 1915.  
 President—**WM. FISHER**, Pres. Fisher Real Estate  
 Agency, Palafox & Intendencia St. Phone 2051.  
 Secretary—**WALTER P. CUNNINGHAM**, Gen. Secy.  
 Y. M. C. A., 400 N. Palafox St. Phone 1230.  
 Luncheons every Tuesday at 1 p. m. at San Carlos Hotel  
 June 1st and alternate Tuesdays. At Hughley's June  
 8th and alternate Tuesdays.

**PEORIA (Ill.).**

Club No. 76. Organized 26 April, 1913.  
 President—**B. L. HULSEBUS**, Architect, 1001-2 Jeffer-  
 son Bldg.  
 Secretary—**S. B. PRICE**, Brown's Business College.  
 Commercial College, Jefferson and Liberty Sts.  
 Meetings held at Jefferson Hotel, or as otherwise speci-  
 fied, Fridays, at 12:15.

**PHILADELPHIA (Penna.).**

Club No. 19. Organized 30 November, 1910.  
 President—**HARRIS J. LATTI**, Surety Bonds, 620  
 Pennsylvania Bldg. Bell Phone Locust 1549. Res.  
 Phone Cynwyd 93Y.  
 Secretary—**CHARLES A. TYLER**, Assistant to the  
 Treasurer of the Public Ledger Co., Independence  
 Square. Bell Phone Walnut 3000; Key., Main 3000.  
 Res. Phone Cynwyd 99W.  
 Club Headquarters 520 Pennsylvania Bldg. 15th & Chest-  
 nut Sts. Bell Phone Locust 4-30.  
 Regular luncheons on Wednesday at 12:30 p. m. at the  
 Adelphia Hotel, 13th and Chestnut Sts.  
 Regular monthly dinners on the third Tuesday of each  
 month at 6:30 p. m., at Kugler's, 1412 Chestnut St.

**PHOENIX (Ariz.).**

Club No. 100. Organized 10 January, 1914.  
 President—**DR. JOHN DENNETT, JR.**, Pres. Hassa-  
 yampa Creamery Co. Mail Address P. O. Box 1017.  
 Phone 761. Res. Phone 1287.  
 Acting Secretary—**CLAUDE DECATUR JONES**, Vice-  
 Principal Phoenix Union High School, 445 N. 6th St.  
 Address mail to P. O. Box 1074.  
 Club Luncheons held every Friday from 12:10 m. to 1:30  
 p. m. at the Arizona Club.

**PIQUA (Ohio).**

Club No. 135. Organized 9 October, 1914.

President—**JOHN P. SPIKER**, Pres. The Superior Ath-  
 letic Underwear Co. Athletic Underwear, Downing &  
 River Sts.  
 Secretary—**JOHN T. NIELSON**, Secy. & Treas., The  
 Magee Bros. Co., Printer, 216 W. High St.  
 Luncheons every Tuesday from 12:00 m. to 1:30 p. m. at  
 Hotel Favorite.  
 Dinners held last Tuesday in month at 6:00 p. m. at  
 Hotel Favorite.

**PITTSBURGH (Penna.).**

Club No. 20. Organized 2 December, 1910.  
 President—**STEWART C. MCFARLAND**, Prop. Indus-  
 trial Casualty Insurance Co., 62 Vandergrift Bldg.  
 Phone Court 593. Res. Phone Schenley 2825-J.  
 Secretary—**JAMES O. CORBETT**, Electrical Specialties,  
 705 Columbia Bank Bldg. Bus. Phone Court 2692.  
 Res. Phone 951-M.  
 Club Headquarters, 619-620 Park Bldg., 5th Ave. and  
 Smithfield St. Phone Grant 800.  
 Luncheons each Wednesday at 12:15 p. m., English  
 Room, Fort Pitt Hotel.

**PORT ARTHUR (Texas).**

Club No. 147. Organized 7 January, 1915.  
 President—**FRANK IMHOF**, Building Material, 301  
 Fort Worth Ave.  
 Secretary—**WALTER N. MUNROE**, Electric Light &  
 Power, Realty Bldg. Address mail to P. O. Box 477.  
 Luncheons every Thursday at 12:15 p. m. at Plaza Hotel.

**PORTLAND (Me.).**

Club No. 177. Organized 6 January, 1915.  
 President—**FRANK L. RAWSON**, Supt. New England  
 Tel. & Tel. Co., 45 Forest Ave. Phone, 7600. Res.  
 Phone, 6000.  
 Secretary—**OLIVER P. T. WISH**, Secy. Portland  
 Society of Art, 111 High Street. Phone, 1270. Res.  
 Phone, 1986-J.  
 Club Headquarters at office of Secretary.  
 Luncheons every Friday at 12:15 p. m. at Falmouth  
 Hotel.

**PORTLAND (Ore.).**

Club No. 15. Organized 7 June, 1910.  
 President—**FRED SPOERI**, Mgr. Pacific Tel. & Tel.  
 Co., 7th & Oak.  
 Secretary—**J. L. WRIGHT**, President Portland Printing  
 House Co., 388 Taylor St.  
 Club Headquarters, 201-2 National Theatre Bldg., Park  
 & Stark St. Phone, Main 9004. W. L. Whiting, As-  
 sistant Secretary.  
 Weekly luncheons held every Tuesday at 12:30 p. m.,  
 Benson Hotel.  
 HOTEL: The Wheeldon Annex (Apartment Hotel) 10th  
 & Salmon Sts. European. C. L. Horn, Rotarian, Pres.  
 HOTEL: Benson Hotel, Broadway & Oak Sts. S.  
 Benson, Prop.

**POTTSVILLE (Penn.).**

Club No. 157. Organized 6 January, 1915.  
 President—**O. L. UNDERWOOD**, Doughty & Co., Men's  
 Wear, 18 N. Centre St. Phone Bell 386j United  
 562. Res. Phone United 482-X.  
 Secretary—**J. H. ZERBEY, JR.**, Associate Editor Potts-  
 ville Republican, 113 Mahantongo St. Phones B-47  
 and U-215 W. Res. Phone U-215W.  
 Luncheons every Wednesday.  
 Meetings first Wednesday of month at various places.

**PROVIDENCE (R. I.).**

Club No. 22. Organized March, 1911.  
 President—**HUGH A. CLASON**, Attorney-at-law, 49  
 Westminster St.  
 Secretary—**THOMAS M. JACQUES**, Agent Columbia  
 National Life Ins. Co., 514 Howard Bldg.  
 Club Headquarters at Secretary's office.  
 Luncheons second and fourth Wednesdays (with the ex-  
 ception of July & August) at the Crown Hotel.  
 Meetings third Tuesday of each month at 6:30 p. m.  
 (with the exception of July & August) at the Crown  
 Hotel.

**PUEBLO (Colo.).**

Club No. 43. Organized 19 March, 1912.  
 President—**G. H. NUCKOLLS**, Pres. & Mgr. Nuckolls  
 Packing Co. Wholesale Meat Packers. Phone Maine  
 250.  
 Secretary—**J. A. CLARK**, Prin. and Prop. American  
 Business College, Commercial School, Main & Sixth  
 Sts. Phone Maine 550.  
 Club Headquarters at office of Secretary.  
 Weekly meetings every Monday, 12:10 to 1:20 p. m.,  
 alternating Congress Hotel and Vail Hotel.

**QUINCY (Ill.).**

Club No. 158. Organized 6 April, 1915.  
 President—**JNO. KORN**, Mgr. H. Korn Baking Co.,  
 Wholesale Bakery, 617 S. 8th St.  
 Secretary—**A. OTIS ARNOLD**, Prop. Home Instructor.  
 Publisher, 1264 N. 5th St.  
 Meetings each Tuesday at 12 m. at Hotel Quincy.



**RALEIGH (N. C.).**

Club No. 124. Organized 4 May, 1914.  
 President—ALBERT L. COX, Cox & Cox, Attorneys-at-law, 407 Tucker Bldg. Phone 636. Res. Phone 1122.  
 Secretary—HOWARD WHITE, Wholesale lumber, 410 Tucker Bldg., Phone 452. Res. Phone 219.  
 Club Headquarters, 401 Tucker Bldg. Phone 1146.  
 Luncheons second and fourth Wednesday of each month at 1:05 p. m. at The Yarrowbough.

**READING (Penna.).**

Club No. 88. Organized 23 September, 1913.  
 President—KEYSER FRY, Cycle, Automobile and Sporting Goods Jobber, 616 N. 8th St.  
 Secretary—CHAS. J. ESTERLY, Sales Agt., Metropolitan Electric Co., Electric Light & Power Co. 16 S. 5th St. Bell Phone 1400.  
 Club Headquarters at office of Secretary.  
 Luncheons every Wednesday at 12:15 p. m., except week of monthly meeting, Hotel Berkshire. Meetings held second Tuesday of each month at 6:30 p. m., at Hotel Berkshire.

**RICHMOND (Va.).**

Club No. 69. Organized 18 April, 1913.  
 President—THOS. B. McADAMS, Cashier Merchants' National Bank.  
 Secretary—HORACE F. SMITH, Freeman Advertising Agency, Inc., 703, 704 Mutual Building.  
 Address mail P. O. Box 652.  
 Club Headquarters at office of Secretary. Phone Madison 2413.  
 Luncheons every second and fourth Tuesdays at 6:30 p. m. Consult the officers or ask for copy Tabasco, our club organ.

**ROANOKE (Va.).**

Club No. 123. Organized 25 April, 1914.  
 President—G. G. GOOCH, JR., Treas. Stone Printing & Mfg. Co., Printing, 1016 Third St. S. W.  
 Secretary—JOHN WOOD, Secy. Chamber of Commerce, P. O. Box 616.  
 Luncheons second and fourth Thursdays of each month.

**ROCHESTER (N. Y.).**

Club No. 36. Organized 6 September, 1911.  
 President—W. J. O'HEA, District Mgr. New York Telephone Co., 95 N. Fitzhugh St. Bell, Main 12000.  
 Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop. Duplicate Letters, 75 State St. Bell, Main 4606; Home, Stone 6190.  
 Luncheons every Tuesday, 12:15 p. m. to 2 p. m. at Hotel Rochester.  
 HOTEL: Hotel Rochester. European Plan. Rates, \$1.50 per day and up. Wm. S. Horstmann, Mgr.

**ROCK ISLAND (Ill.).**

Club No. 112. Organized 31 March, 1914.  
 President—H. S. CABLE, Pres. R. I. Savings Bank. Phone, R. I. 121. Res. Phone R. I. 259.  
 Secretary—R. C. MITCHELL, Secy. Electric Construction & Machinery Co., Electrical Contracting and Supplies, Electric Bldg. Phone 280. Res. Phone R. I. 5.  
 Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

**ROME (Ga.).**

Club No. 127. Organized 15 August, 1914.  
 President—DR. WM. J. SHAW, Physician. Medical Bldg.  
 Secretary—J. D. McCARTNEY, Managing Editor Rome Tribune-Herald, Tribune-Herald Bldg.  
 Luncheons every Wednesday at 1:00 p. m. at Cherokee Hotel.  
 Monthly dinners fourth Wednesday of each month at 7 p. m., at Cherokee Hotel.

**SACRAMENTO (Calif.).**

Club No. 97. Organized September, 1913.  
 President—DR. HOWARD CAMERON, Ear, Eye, Nose and Throat Specialist, Elks Bldg.  
 Secretary—CHARLES LUMBARD, Public Accountant, 333 Forum Bldg.  
 Club Headquarters at office of Secretary.  
 Luncheons every Thursday at 12:15 p. m. at Hotel Sacramento.

**SAGINAW (Mich.).**

Club No. 93. Organized 19 November, 1913.  
 President—WALLIS CRAIG SMITH, Counselor-at-Law. 512 Bearinger Bldg. Phone Bell 43. Valley 396.  
 Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave.  
 Luncheons every Wednesday at 12 m. at the East Saginaw Club.

**ST. JOSEPH (Mo.).**

Club No. 32. Organized 7 November, 1911.  
 President—LUTHER E. REID, American Electric Co., 214 S. 8th St.  
 Secretary—E. M. PLATT, Platt's Commercial College, 9th and Frederick Ave. Phones, Bell 1367-2, Home 1367.

Meetings of the club are held on the 2nd and 4th Tuesdays of every month at Robidoux Hotel.

**ST. LOUIS (Mo.).**

Club No. 11. Organized 3 March, 1910.  
 President—GEO. B. HILD, Gen. Agt. Southern Pacific Co., Transportation of freight and passenger traffic, 1002 Olive St. Phone, Olive 1518 and Central 2256.  
 Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.  
 Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.  
 Club luncheons every Thursday at 12:30, except 1st Thursday of month, when meeting is held at 6:30 p. m., at Planters Hotel, in Parlor A.

**ST. PAUL (Minn.).**

Club No. 10. Organized 19 February, 1910.  
 President—C. A. CRANE, Commercial Mgr. Western Union Tel. Co., 322 Robert St. Phones Tri-State 616, N. W. Cedar 4180.  
 Secretary—R. E. LEONARD, Leonard-Neuman Collection Co., 709 Metropolitan Bldg. Phones Tri-State 1614, N. W. Cedar 2028.  
 Club Headquarters at Secretary's office.  
 Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

**SALT LAKE CITY (Utah).**

Club No. 24. Organized 31 January, 1911.  
 President—F. C. SCHRAMM, Pres. Schramm-Johnson Drug Co. Phone Main 10. Res. Phone Wasatch 1040.  
 Secretary—SAMUEL R. NEEL, Special Agt. Mtn. States Tel. & Tel. Co., 51 So. State St. Phone Wasatch 1-F. Res. Phone Wasatch 1135-J.  
 Meetings held first Tuesday of month at 6:30 p. m. at Hotel Utah. Club luncheons every Tuesday of month except first Tuesday at 12:30 p. m. at the Hotel Utah.

**SAN ANTONIO (Texas).**

Club No. 52. Organized 28 June, 1912.  
 President—R. CLARENCE JONES, Secy.-Treas. S. A. Gas & Electric Co. Electric Companies, 305 E. Houston St. Phone Cr. 315. Res. Cr. 3040.  
 Secretary—PAUL H. SCHOLZ, Secy. S. A. School Board, 409 State Bk. & Tr. Bldg. Phone Cr. 774. Res. Tr. 3621.  
 Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel. Phone Cr. 10.  
 Luncheons at 12:30 each Friday at one of the leading hotels.

**SAN DIEGO (Cal.).**

Club No. 33. Organized 2 November, 1911.  
 President—GUY T. KEENE, Printer, 727 E. Street.  
 Secretary—FRANKLIN M. BELL, 704 Central Mortgage Bldg. Phones, Home 4160; Main 480.  
 Club Headquarters at office of Secretary.  
 Meetings are held every Thursday at 12:10.  
 HOTEL: The San Diego, on Broadway, \$1.00 per day and up; European Plan, Miller & Porter.

**SAN FRANCISCO (Calif.).**

Club No. 2. Organized 12 November, 1908.  
 President—C. J. AUGER, Retail Jeweler, 140 Kearny Street. Phone Douglas 2885. Res. Phone Park 2490.  
 Secretary—H. H. FEIGHNER, 817 Humboldt Bank Building. Phone Douglas 1363.  
 Club Headquarters at 817-818 Humboldt Bank Bldg. Phone Douglas 1363.  
 Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.  
 HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

**SAN JOSE (Calif.).**

Club No. 116. Organized 11 March, 1914.  
 President—CHARLES M. O'BRIEN, O'Brien's Confectionery, Ice Cream, 30 S. 1st St. Phone San Jose 224; Res. Phone San Jose 5793.  
 Secretary—ALEX. SHERIFFS, City Supt. of Public Schools, Education, High School Bldg. Phone S. J. 55. Res. Phone S. J. 4964Y.  
 Luncheons every Wednesday at 12:15 p. m. at Hotel Montgomery.

**SAVANNAH (Ga.).**

Club No. 95. Organized 5 January, 1914.  
 President—CHAS. G. BECK, Dist. Mgr. Southern Bell Tel. & Tel. Co. Tel. & Tel. Service, 34 Drayton St.  
 Secretary—C. V. SNEDEKER, JR., Snedeker & Lude-man, Architects, 123 Bull St. Phone, 457. Phone 833-J.  
 Club Headquarters at office of Secretary.  
 Luncheons every Tuesday at 2:15 p. m. at Hotel Savannah.

**SCRANTON (Pa.).**

Club No. 101. Organized 28 January, 1914.  
 President—HARRY A. SMITH, Sales Agt. Delaware, Lackawana & Western Coal Co. Coal. 502 Traders Bank Bldg.  
 Secretary—TUDOR R. WILLIAMS, Partner Williams & Richardson, Concrete Construction, 826 Connell Bldg.



Meetings held every Monday at 12:15 p. m. at Hotel Jermyn.

**SEATTLE (Wash.).**

Club No. 4. Organized 15 June, 1909.  
President—H. W. MOULTON, President Moulton Printing Co., 225-28 Hinkley Block. Phone Main 332.  
Res. Phone Beacon 320.  
Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel. Phone Elliott 24. Res. Phone East 1502.  
Club Headquarters at office of Secretary.  
Meetings held at the Washington Annex, 2nd Ave., and Stuart St., every Monday at 12:15 p. m.

**SHREVEPORT (La.).**

Club No. 109. Organized 28 February, 1914.  
President—JNO. McW. FORD, Pres. Kalmbach-Ford Co. Cumberland Phone 398. Res. Phone 527.  
Secretary—JNO. B. YAUGER, Underwood Typewriter Co. Typewriters, 515 Marshall St. Cumberland Phone 895. Res. Phone 1585.  
Club Headquarters at secretary's office. Phone 895.  
Luncheons first three Fridays of each month at 12:13 p. m. at Hotel Youree; evening meetings last Friday in month at various places.

**SIOUX CITY (Ia.).**

Club No. 54. Organized 28 October, 1912.  
President—J. H. WHITTEMORE, Treas. Hanford Produce Co., Butter and Ice Cream Mfrs., First and Court St.  
Secretary—PAUL C. HOWE, American Realty Co., Building Mgr., 201 Commercial Block. Phone Automatic 9487.  
Club Headquarters at office of Secretary.  
Luncheons every Monday at 12:15 at Martin Hotel.

**SIOUX FALLS (S. D.).**

Club No. 183. Organized 18 September, 1915.  
President—CHAS. M. DAY, Editor Argus Leader, 631 W. 10th St.  
Secretary—S. E. LINTON, JR., Secy. Sioux Falls Gas Company.

**SOUTH BEND (Ind.).**

Club No. 105. Organized 7 January, 1914.  
President—OTTO M. KNOBLOCK, Pres. The Knoblock-Heideman Mfg. Co., Electric Ignition Appliances, 912 E. Sample St. Phones: Bell 763, Home 5013.  
Secretary—E. T. BONDS, Mgr. C. U. Tel Co., 227 S. Main St. Phone Main 770.  
Club Headquarters and Secretary's Office, Oliver Hotel.  
Luncheons each Wednesday at 1 p. m. at Oliver Hotel.

**SPOKANE (Wash.).**

Club No. 21. Organized 13 February, 1911.  
President—A. A. HALLANDER, Mgr. Armour & Co., Meat Packer. Wall and Railroad Ave., Phones, Main 5220 and Maxwell 1778.  
Secretary—CHESTER L. WYNN, 822 Old Nat. Bldg. Phone Main 107 and Maxwell 1974.  
Meetings held every Thursday at 12 m. at The Hall of the Doges, Davenport's.

**SPRINGFIELD (Ill.).**

Club No. 83. Organized 24 June, 1913.  
President—JESSE K. PAYTON, Terasurer Sangamon County Abstract Co. Abstracts and Titles, 116 S. 6th St. Phone 54. Res. Phone 1352.  
Secretary—R. FREEMAN BUTTS, Mgr. The Buckeye Sales Co., Advertising and Form Letters, 502 New Reich Bldg. Phone 2281. Res. Phone 3612.  
Club Headquarters at office of Secretary.  
Meetings held every other Monday of each month at 6:15 p. m. at St. Nicholas Hotel.

**SPRINGFIELD (Mass.).**

Club No. 172. Organized 24 November, 1914.  
President—WM. H. SHUART, Springfield Glazed Paper Co. West Springfield, Mass.  
Secretary—EDWARD PALMER, Mgr. Felt & Tarrant Mfg. Co. Comptometer Adding Machines. 318 Main St. Phone 7061.  
Luncheons every Friday at 12:30 p. m. at Hotel Worthy. Meetings first Friday of every month at 7 p. m.

**SPRINGFIELD (Ohio).**

Club No. 98. Organized 30 January, 1914.  
President—HARRY S. KISSELL, Pres. The Kissell Real Estate Co., Fairbanks Bldg.  
Secretary—JAMES S. WEBB, General Agent The National Life Insurance Co. of Vermont, 417 Bushnell Bldg.  
Luncheons every Monday at 12:15 p. m. at various places.

**STOCKTON (Calif.).**

Club No. 92. Organized 2 August, 1913.  
President—DR. D. R. POWELL, Eye, Ear, Nose and Throat Specialist, Physicians' Bldg. Phone 167. Res. Phone 2597.

Secretary—S. C. BEANE, Trav. Freight and Passenger Agt., Sou. Pac. R. R. Tkt. Office, Sacra. and Main. Phone 4000. Res. Phone 2279.

Luncheons every Wednesday, except third Wednesday of each month, at 12:15 to 1:30 p. m., alternating monthly between the Stockton and Clark Hotels.

Meetings third Wednesday of each month at 6:30 p. m.

**SUPERIOR (Wis.).**

Club No. 40. Organized 1 April, 1912.  
President—J. C. CROWLEY, JR., Mgr. People's Telephone Co., 1013 Ogden Ave. Phone Ogden 901. Res. Phone Ogden 36.  
Secretary—JOHN P. O'CONNOR, District Supt. University of Wisconsin Extension Division, 15 Columbia Bldg. Phone Ogden 259. Res. Phone Broad 213-K.  
Club Headquarters, Hotel Superior. Phone, Ogden 224.  
Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

**SYRACUSE (N. Y.).**

Club No. 42. Organized 3 May, 1912.  
President—THOS. K. SMITH, Lawyer 1041 O. C. S. Bk. Bldg. Phone Warren 633. Res. Phone James 196-J.  
Secretary—FRANK W. WEEDON, Entertainer, Room 148, Onondaga Hotel. Phone, Warren 2728-J.  
Club Headquarters at office of Secretary.  
Meetings each Friday at 12:15 p. m., excepting last Friday in month which is an evening meeting at 6:15 p. m. at the Onondaga Hotel Rathskellar. (No meetings during July & August.)

**TACOMA (Wash.).**

Club No. 8. Organized 3 February, 1910.  
President—A. H. BASSETT, E. F. Gregory Co., Mgr. Fire Ins. Dept., 201 Nat'l Realty Bldg. Phone M2280.  
Secretary—G. B. WOODBRIDGE, Tacoma Hotel, 923 A St.  
Club Headquarters at Tacoma Hotel, 923 A St.  
Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

**TAMPA (Fla.).**

Club No. 117. Organized 7 April, 1914.  
President—J. A. TURNER, Turner Music Co., Pianos and Musical Instruments, 608 Franklin.  
Secretary—S. F. WOOTEN, New York Life Insurance Co., 307 American Bank Bldg.  
Club Headquarters, Board of Trade.  
Meetings held every Tuesday at 12:15 p. m. at various places.

**TERRE HAUTE (Ind.).**

Club No. 84. Organized 2 September, 1913.  
President—JNO. S. COX, Motor Car Repairs and Supplies, 222 S. 7th St. Phone Citizens 398, Bell 787. Res. Citizens 1136.  
Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Haberdashers, 523 Wabash Ave. Phone Citizens 1113. Res. Phone, Citizens 2314.  
Luncheon every Tuesday at 12:15 p. m. at the Rotary Hotel Deming, with the exception of the last Tuesday in the month when meetings are held at 6:30 p. m.

**TOLEDO (Ohio).**

Club No. 44. Organized 4 May, 1912.  
President—CHAS. FEILBACH, The Feilbach Co. Wholesale Grocers. 23-7 S. Superior St.  
Secretary—ED. R. KELSEY, Mgr. Publicity Dept. Toledo Rys. & Light Co. Bell Phone, 1225. Home Phone, 7200.  
Weekly Club Luncheons held every Friday noon at 12 o'clock at the Hotel Secor.

**TOPEKA (Kas.).**

Club No. 130. Organized 17 July, 1914.  
President—ROBERT STONE, Attorney, New England Bldg. Phone, 202.  
Secretary—WM. F. AXTELL, Transfer and Storage, 528 Adams St.  
Luncheons first and third Thursdays of each month at 12:15 p. m.

**TRENTON (N. J.).**

Club No. 129. Organized 27 June, 1914.  
President—EDWARD L. KATZENBACH, Lawyer. American Mechanic Bldg.  
Secretary—CHAS. F. STOUT, Proprietor Haberdashery, 38 E. State St.  
Luncheons held every Thursday, 12:30 to 1:30 p. m., alternating between Hilbrecht's and Trenton House. Meeting held on third Thursday of each month at same places.

**TROY (N. Y.).**

Club No. 122. Organized 21 January, 1914.  
President—JAS. A. BEATTIE, Prop. Beattie's Troy Laundry, 607 Broadway. Phone Troy 1904.  
Secretary—ARTHUR J. BURCH, Secy. H. S. Chalfant Paper Co., 2134 Seventh Ave. Phone Troy 2176. Res. Phone, North 27-R.  
Luncheons every Tuesday at 12:30 p. m. at Hotel Rensselaer.

**TULSA (Okla.).**

Club No. 145. Organized 13 January, 1915.  
President—WM. F. STAHL, Partner W. F. Stahl & Co.,

Surety Bonds, 225 Iowa Bldg. Phone 3284. Res. 2193-R.  
Secretary—J. BURR GIBBONS, Mgr. Convention Hall,  
Brady & Boulder Ave. Phone 2767. Res. Phone 2231.  
Luncheons every Wednesday at 12:15 p. m., Hotel Tulsa,  
Third & Cincinnati Ave.

#### UTICA (N. Y.)

Club No. 160. Organized 12 March, 1915.  
President—R. SEYMOUR HART, Dist. Agt. Connecticut Mutual Life Ins. Co., 103 Mayro Bldg. Phone 2227.  
Secretary—ROBERT D. FRASER, Department Store, 173 Genesee St.  
Luncheons held each Friday at 12:15 p. m. in the English Room of the Hotel Utica.

#### VINCENNES (Ind.)

Club No. 151. Organized 12 March, 1915.  
President—ELISHA MORGAN, Pres. The Saiter Morgan Co., Paints and Glass, 1001 Fairground Ave. Phone 475.  
Secretary—E. R. FORTUNE, Pres. Meyer & Fortune Co., Insurance and Real Estate, K. of P. Bldg. Phone 786.  
Luncheons every Tuesday (except last Tuesday in month) at 12:15 p. m., in private dining room Union Depot Hotel.  
Meetings last Tuesday of month at 6:30 p. m.

#### WACO (Texas).

Club No. 74. Organized 23 May, 1913.  
President—B. C. NETTLES, Automobiles, 712 Austin St. Phones, S. W. 435 and New 231.  
Secretary—H. M. COX, c-o Bell Telephone Co. Address Mail, P. O. Box 39.  
Meetings every Monday at 12:15 p. m. at State House Hotel.

#### WASHINGTON (D. C.)

Club No. 46. Organized 11 July, 1912.  
President—GEO. W. HARRIS, Pres. Harris & Ewing, Photographers, 1311 "F" St. N. W.  
Secretary—HOLCOMBE G. JOHNSON, Johnson & Adams, Insurance, 519 Southern Bldg.  
Luncheons held 2nd and 4th Fridays of each month.  
HOTEL: The New Ebbitt, 14th and F. Streets.  
European, \$1.50 to \$4.00. G. F. Schutt, Prop.

#### WATERLOO (Ia.)

Club No. 168. Organized 16 April, 1915.  
President—FRED L. NORTHEY, Northey Mfg. Co. Refrigerators.  
Secretary—ALMON F. GATES, Waterloo Business College, Business College, 739 W. Mullan Ave.  
Luncheons every Monday at 12:15 p. m. at the Russell-Lamson Hotel.

#### WATERTOWN (N. Y.)

Club No. 132. Organized 28 October, 1914.  
President—JUDGE GEO. W. REEVES, Attorney, County Court House. Phone 1065.  
Secretary—L. deL. BERG, Mfg. Steam Specialties, 112 E. Moulton St.  
Luncheon every Wednesday except first Wednesday in month at 12:15 p. m. at Woodruff House Grill.  
Meetings held on the first Wednesday of each month except during the months of July and August at 6:30 p. m. at the Woodruff House Grill.

#### WAUSAU (Wis.)

Club No. 136. Organized 18 November, 1914.  
President—A. H. ZIMMERMAN, Fire Insurance, Marathon Co. Bank Bldg. Phone, 1289. Mail address, P. O. Box 296.  
Secretary—R. C. DEUTSCH, Retail Furniture, Cor. 3rd & Jackson Sts. Phone 1004.

#### WHEELING (W. Va.)

Club No. 155. Organized 10 March, 1915.  
President—CHAS. J. HUNTER, Secy. and Treas. The Wheeling Steel & Iron Co., Cor. Main and South Sts. Phone Bell Wheeling 611. Res. Phone Bridgeport 1-L.  
Secretary—PAUL M. NEMEYER, Pres. and Gen. Mgr. Nemeyer Adv. Co., Advertising Service, 511 Court Theatre Bldg., Cor. Court and Chapline Sts. Phone Wheeling 919. Res. Phone Wheeling 1169-W.  
Club headquarters at office of Secretary.  
Luncheons held each Tuesday from 12:15 p. m. to 1:15 p. m. at Hotel Windsor, except about once a month when an evening dinner meeting is held at various places.

#### WICHITA (Kans.)

Club No. 30. Organized 11 September, 1911.  
President—ROBERT B. CAMPBELL, Treas. Interurban Construction Co. The Arkansas Valley Interurban Ry. Co. 120 W. First St.  
Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.  
Meetings of Club held every Monday evening (except July and August) at place designated for each meeting.

Round Table Luncheons every Friday noon at Kansas Club.

#### WILLIAMSPORT (Penn.)

Club No. 173. Organized 18 June, 1915.  
President—S. J. MACMULLAN, Mgr. Williamsport Radiator Co., foot of Walnut St.  
Secretary—TRACY L. NICELY, Supt. The Bradstreet Co., 327 Pine St.  
Club Headquarters at office of the Secretary.  
Luncheons every Friday from 12:15 p. m. to 1:15 p. m., except third Friday in month, when dinner is held at 6:30 p. m. at the Henry House.

#### WILMINGTON (Del.)

Club No. 148. Organized 23rd November, 1914.  
President—DR. HARRISON W. HOWELL, General Practitioner, 824 Washington St.  
Secretary—WALTER D. BUSH, JR., Treas. Geo. W. Bush & Sons Co., foot of French St. Address mail to P. O. Box 964.  
Luncheons every Thursday at 12:30 p. m., Rose Room, Hotel duPont.

#### WILMINGTON (N. C.)

Club No. 150. Organized 2 February, 1915.  
President—JNO. R. MURCHISON, Partner J. W. Murchison & Co., Water and Chestnut Streets.  
Secretary—MEARES HARRISS, Mgr. and Prop. Harriess Typewriting and Adv. Co., 114 Princess St. Address mail to P. O. Box 166.  
Luncheons second and fourth Tuesdays of month, from 1 to 2 p. m. at various places.

#### WORCESTER (Mass.)

Club No. 51. Organized 21 March, 1912.  
President—BENJAMIN B. SNOW, Partner Barrett & Snow, Life Insurance, 340 Main St. Phone Park 2433. Res. Phone Park 1964.  
Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.  
Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.  
HOTEL: The Bancroft, European Plan. Rates, \$1.50 and up.

#### YOUNGSTOWN (Ohio)

Club No. 137. Organized 17 September, 1914.  
President—C. F. OWSLEY, Architect. Mahoning Nat. Bank Building.  
Secretary—J. H. JOHNSTON, Supt. Bradstreet Co. Mercantile Agency, 203 Stambaugh Bldg. Bell Phone 657. Res. Phone 4492.  
Luncheons every other Wednesday at noon at Hotel Ohio with the exception of one Wednesday a month when meeting is held at 6:30 p. m. No noon meetings during the months of July and August.

#### ZANESVILLE (Ohio)

Club No. 156. Organized 9 February, 1915.  
President—ALVA L. REA, Secy. and Treas. Eclipse Laundry Co. Jefferson St. Phone Bell 197.  
Secretary—CALDWELL H. BROWN, Asst. Cashier American Trust & Savings Bank, 510 Main St. Phones, Bell 308 and Independent 567.  
Club Headquarters, The Elks Club, Phone Bell 340.  
Luncheons each Tuesday at 12 m. except first Tuesday of the month, when evening meeting is held at 6 p. m.

#### Clubs Not Yet Affiliated in the Association.

##### DUBUQUE (Iowa).

Organized 23 November, 1915.  
Secretary—W. C. MURPHY, Kiene Building.

##### DURHAM (N. C.)

Organized 9 November, 1915.  
Secretary—SIDNEY C. CHAMBERS, Greer Bldg.

##### FRESNO (California).

Organized 13 September, 1915.  
Secretary—J. HERMAN REISS, Rowell Bldg.

##### HAMPTON ROADS (Va.) ROTARY CLUB.

Organized 26 November, 1915.  
Temp. Secretary—W. R. HARRIS, Newport News, Va.

##### JOPLIN (Mo.)

Organized 13 October, 1915.  
Secretary—AUGUST JUNG, c-o Junge Baking Co.

##### KANSAS CITY (Kansas).

Organized 1 November, 1915.  
Secretary—C. H. POINDEXTER, 410 Husted Bldg.

##### KEY WEST (Fla.)

Organized 17 June, 1915.  
Secretary—WM. H. MALONE.

##### LEAVENWORTH (Kansas).

Organized 7 December, 1915.  
Secretary—DR. H. J. STACEY, Wulfekuhler Bldg.

**NEW ALBANY (Ind.)**

Organized 28 June, 1915.

Secretary—M. A. BEACH.

**PARIS (Texas).**

Organized 16 November, 1915.

Secretary—W. H. P. ANDERSON.

**WICHITA FALLS (Texas).**

Secretary—J. E. ARNOLD, P. O. Box 1038.

**WINSTON-SALEM (N. C.).**

Organized 23 October, 1915.

Secretary—S. WILSON GRAY, P. O. Box 31.

**Canada.**

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**CALGARY (Alta.).**

Club No. 113. Organized 2 March, 1914.

President—W. G. FOWLER, Mgr. Gutta Percha &amp; Rubber Co., Ltd., 311 8th Ave. W. Phone M-5378. Res. Phone W-4557.

Secretary—DOUGLAS C. HOWLAND, Mgr. Tuec Co. of Alberta, Vacuum Cleaners, 308 McLean Bldg. Phone W-2664. Res. Phone W-4436.

Luncheon every Tuesday at 12:30 p. m. (with exception of an evening meeting to be held in place of the luncheon once a month).

**HALIFAX (N. S.).**

Club No. 81. Organized 5 May, 1913.

President—CHAS. J. BURCHELL, Partner McLean, Paton, Burchell &amp; Ralston, Lawyers, Chronicle Bldg. Phone 2428.

Secretary—WALTER P. PARKER, Asst. Mgr. Na. Drug &amp; Chem. Co., Drugs (Wholesale), 14-18 Sackville St. Phone 142.

Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.

HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

**HAMILTON (Ont.).**

Club No. 82. Organized 17 June, 1913.

President—BRUCE A. CAREY, Director Hamilton Conservatory of Music.

Acting Secretary—WALTER S. BURRILL, Secy.-Treas. The Imperial Cotton Company, Duck Manufacturers, 36 Spruceside Ave. Phone 1480. Res. Phone 3107.

Meetings held Thursday at 1:10 p. m. at Wentworth Arms.

**LONDON (Ont.).**

Club No. 179. Organized 19 March, 1915.

President—J. K. McDERMID, Pres. O-P-Chee Gume Co., 618 Dundas St.

Secretary—A. R. CAIRNCROSS, Cairncross &amp; Lawrence, Retail Druggists, 216 Dundas Street.

Luncheons every Monday from 12:30 p. m. to 1:30 p. m. at Hotel Tecumseh.

**MONTREAL (Que.).**

Club No. 85. Organized 18 September, 1913.

President—T. G. WELLS, Robt. White Co. Ltd. Laurentian Water, 638 Craig St.

Secretary—P. T. FLANAGAN, 73 St. Alexander St. Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

**ST. JOHN (N. B.).**

Club No. 126. Organized 22 May, 1914.

President—F. A. DYKEMAN, F. A. Dykeman &amp; Co., Retail Dry Goods, 59 Charlotte St. Phone M 988.

Secretary—RICHARD L. HUNTER, Roger Hunter, Ltd., Printers, 20 Canterbury St. Phone M 1224. Luncheons every Monday at 1 p. m.

**TORONTO (Ont.).**

Club No. 55. Organized 28 November, 1912.

President—R. J. COPELAND, Copeland, Chatterson Co., Ltd., 156 Yonge St.

Honorary Secretary—W. A. PEACE, Imperial Life Assurance Co., 22 Victoria St.

Club Headquarters, Stock Exchange Bldg. Weekly luncheons, every Friday at 1:10 p. m. Dunning's Hotel, 29 King St. West.

**VANCOUVER (B. C.).**

Club No. 61. Organized 8 March, 1913.

President—ALEXANDER R. McFARLANE, Zimmerman Mfg. Co., Ltd. Underwear, 318 Homer St. Phone Sey. 6128. Res. Phone Bayview 854L.

Secretary—G. RUSSELL RILEY, Secy. Order United Commercial Travelers of America, Office Hotel Vancouver, Phone, Seymour 9060. Res. Phone, Seymour 5350-R.

Club Headquarters Room 147 Hotel Vancouver.

Weekly luncheons every Tuesday at 12:30 p. m. at Hotel Vancouver. Round Table meetings daily at Hotel Vancouver.

**VICTORIA (B. C.).**

Club No. 90. Organized 27 October, 1913.

President—FRANK HIGGINS, Barrister &amp; Solicitor, 1118 Langley St. Phone 694. Res. Phone 851.

Secretary—T. J. GOODLAKE, 315 Sayward Bldg. Phone 3200. Res. Phone 998-X.

Club Headquarters at office of secretary.

Club Luncheons every Thursday at 12:30 p. m. at Empress Hotel.

**WINNIPEG (Man.).**

Club No. 35. Organized 3 November, 1910.

President—R. L. SCOTT, Pittsburgh Coal Co., 268 Portage Ave.

Secretary—GORDON E. HUNTER, J. J. Gibbons, Ltd. Advertising Agency, 404 Tribune Bldg.

Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

**Great Britain and Ireland.**

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**BELFAST (Ireland).**

Club No. 67. Organized 14 August, 1911.

President—J. M. COLTON, Robert Watson &amp; Co., Furniture, 90-94 Donegall St. Phones Belfast 2964 and 2965.

Secretary—HUGH ROYD, Atkinson &amp; Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.

Luncheons, Monday from one to two p. m., the Grand Central Hotel.

**BIRMINGHAM (England).**

Club No. 108. Organized 25 November, 1913.

President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2464.

Secretary—F. R. O'SHAUGHNESSY, F. I. C., Analytical Chemist, 42 Temple St.

Luncheon Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

**DUBLIN (Ireland).**

Club No. 65. Organized 21 March, 1911.

President—RICHARD WHITE, Printer, 45 Fleet St. Phone 208 Y.

Hon. Secretary—WM. A. McCONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone. 2983.

Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, The Imperial Hotel.

**EDINBURGH (Scotland).**

Club No. 62. Organized 23 September, 1912.

President—W. L. SLEIGH, J. P., Managing Director Rossleigh, Ltd. Motor Engineers, 32, Shandwick Place. Phone Central 2305. Res. Phone Central 1813.

Secretary—THOMAS STEPHENSON, F. C. S., F. R. S. E. Editor of "The Prescriber" 6, South Charlotte St. Phone Central 1214. Res. Phone Central 4975.

Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson &amp; Forrester's, Princes Street, on alternate months. No meetings held during August and September.

**GLASGOW (Scotland).**

Club No. 60. Organized 12 March, 1912.

President—Wm. McCALL, Morris, Carswell &amp; Co., Ltd. Wholesale Fishing Tackle Mfrs. 118 Howard St. Phone, Central 1653.

Interim Secy.—WALTER LAIDLAW, W. P. Laidlaw &amp; Son, Stationer, 92 St. Vincent St. Phone, Central 8893. Luncheons, Tuesdays at 1:15. Burlington House, 183 Bath Street.

**LIVERPOOL (England).**

Club No. 80. Organized 10 April, 1913.

President—W. F. B. OULTON, Director Messrs. Dodd &amp; Oulton, Ltd. Brassfounders, 8, Stanley St. Phone Central 1177.

Hon. Secretary—J. LYON SCOTT, Principal Ashbourne House, Electrotherapeutic Establishment, 64 Mount Pleasant. Phone Royal 2430.

Luncheons every Thursday at 1 p. m. at the Bear's Paw.

**LONDON (England).**

Club No. 50. Organized 3 August, 1911.

President—H. N. BOLTON, T. F. Bristow &amp; Co., Ltd., St. James Walk, Clerkenwell, E. C.

## Secretary—

Luncheons held at DeKeyser's Royal Hotel every Wednesday (except the second) at 1:15 p. m.

**MANCHESTER (England).**

Club No. 66. Organized March, 1912.  
President—C. H. MEGSON, A. Megson & Son, Ltd.,  
Cambridge St., Phone. Central 1232.  
Hon. Secretary—F. C. KERRIDGE, Insurance Broker,  
16 John Dalton St. Phone. Central 1773.  
Headquarters, Albion Hotel, Piccadilly.  
Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

bion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

**CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.****NEWCASTLE-ON-TYNE (England).**

Organized 7th May, 1915.  
Interim Secretary—W. S. PRICE, St. Nicholas Sq.

**LEEDS (England).**

Interim Secretary—H. E. HARWOOD, 73 Albion St.

**BRADFORD (England).**

Interim Secretary—V. T. CHESSWAS, North Dean Lodge, Greetland, Yorks.

**"GREATER ROTARY"—A SOLUTION**

(Continued from page 1)

bership is the branch affected by the constitutional restrictions.

I would suggest that the constitution of every Rotary club should be so amended that the active membership be divided into groups or classes somewhat after the following order:

- (a) Rotarians
- (b) Senior Rotarians
- (c) Junior Rotarians
- (d) Associate Rotarians
- (e) Past Rotarians
- (f) Adopted Rotarians

Before dilating upon these several groups or classes of active members I wish to state that the rights, duties, privileges of all the active members are to be identical.

(a) All active members of a Rotary club during the first five years of its existence should be known simply as Rotarians.

(b) When a Rotary club is five years old and a certain classification has been filled continually for five years the incumbent should at the expiration of such period automatically become a Senior Rotarian.

(c) Such classification being then open should be refilled by the election of another member which might be designated a Junior Rotarian.

(d) Associate Rotarians, as at present, should be partners or corporate associates of members.

(e) Past Rotarians should be those who by changing their lines of business would otherwise forfeit their membership.

(f) Adopted Rotarians should be those who by changing their place of residence come within our territory.

Such constitutional provisions would immediately and effectively insure against overcrowding or monopolization in any one classification.

Those clubs which had been in existence for five years or more would thereby be permitted to double their membership by

gradually refilling their entire membership classification.

I am confident that our officers are willing to testify that it is no easy matter to select from the applications handed to them those who are the most worthy of membership and willing to prove their worth by being true to the trust imposed in them. They will also say that it requires tactful engineering to keep some of the members active and dutiful, especially some of those appointed to serve on committees.

Judging from our one year's experience in Rotary, and the experiences related to us by others, I am inclined to believe that any club should work under the present constitutional membership restriction until it is five years old. During such a time any club should have passed thru its, so to say, probationary period and become an active, full fledged and well balanced organization. Its membership should then have so thoroly graduated in the principles of Rotary that they would be able to cope successfully with any Rotarian situation that would confront them.

You fellows know that becoming a member of a Rotary club is somewhat like getting religion. Rotary has that certain inspiration which makes us active, enthusiastic and brimful of good fellowship. Therefore,

Let us all endeavor to be true to the faith we have espoused.

Let us all be blind to the faults of our fellow members and those of humanity in general.

Let us strive to be less sensitive to the thrusts of imaginary insults and injuries.

Let us discount the errors and misdeeds of others and be ever mindful of those which bear our own authorship.

Such service will bring the greatest profit and prosperity to him who dispenses it most lavishly.

**If we live true to such a faith we will then be the true exponents of "Greater Rotary."**



# Directory of Rotary Hotels

By their subscription to space in this Directory these Rotary Hotels are helping to defray the cost of publication of the Official Directory. Appreciation of their co-operation may be shown by preserving this supplement in a handy place for reference.

NOTE: AM. MEANS AMERICAN PLAN. EU. MEANS EUROPEAN PLAN.

ALLENTOWN, PA.	Hotel Allen.	Am. \$2.50-\$5.00.	Rotarian C. W. Masters, Mgr. (See Display Ad on Page 77 of Magazine.)
ATLANTA, GA.	Hotel Majestic.	Am. \$2.50 Up. Eu. \$1.00 Up.	Rotarian J. Lee Barnes.
BALTIMORE, MD.	Hotel Rennert.	Eu. \$1.50 Up.	Rotarian Edw. Davis, Mgr.
BOSTON, MASS.	Hotel Lenox.	Eu. \$2.00 Up.	Rotarian L. C. Prior, Lessee & Mgr.
BUFFALO, N. Y.	Hotel Statler.	Eu. \$1.50 Up.	Rotarian F. W. Hinkley, Mgr.
CHATTANOOGA, TENN.	Hotel Patten.	Eu. \$1.50 Up.	Rotarian H. R. Harper, Mgr.
CHICAGO, ILL.	Hotel Virginia.	Eu. \$1.50 Up.	Rotarian Alex. Dryburgh, Pres. & Mgr.
CHICAGO, ILL.	Hotel Sherman.	Eu. \$2 Up.	Rot'n J. Beifeld, Pres.; Rot'n F. W. Bering, Mgr. Also Fort Dearborn Hotel. (See Display Ad on Page 16 of Supplement).
CINCINNATI, OHIO.	Hotel Sinton.	Eu. \$2.00 Up.	Rotarian W. J. Fleming, Mgr.
CLEVELAND, OHIO.	Hotel Statler.	Eu. \$2.00 Up.	Rotarian J. T. O'Connor, Mgr.
COLUMBUS, OHIO.	Hotel Hartman.	Eu. \$1.50 Up.	Rotarian J. A. Hadley, Mgr.
COUNCIL BLUFFS, IOWA.	Hotel Grand.	Eu. \$1.00 Up.	Rotarian L. J. Pritchett.
DALLAS, TEXAS.	Hotel Oriental.	Am. \$2.50 Up. Eu. \$1.00 Up.	Rotarian Otto Herold.
DAVENPORT, IOWA.	Hotel Blackhawk.	Eu. \$1.50 Up.	Rotarian Wm. F. Miller, Mgr.
DAYTON, OHIO.	Hotel Algonquin.	Am. \$3.00-\$5.00; Eu. \$1.50-\$4.00.	Rotarian J. E. Peirce.
DENVER, COLO.	Hotel Albany.	Eu. \$1.00 Up.	Rotarian Sam Dutton.
DETROIT, MICH.	Hotel Statler.	Eu. \$1.50 Up.	Rotarian F. W. Bergman, Mgr.
EDINBURGH, SCOTLAND.	Carlton Hotel.		Rotarian J. C. Bisset, Mgr.
JACKSON, MISS.	Edwards House.	Eu. \$1.00-\$2.50.	Rotarian B. J. Smith, Mgr.
LIMA, OHIO.	Hotel Norval.	Eu. \$1.00-\$2.50.	Rotarian E. C. Eppley, Prop.
LONDON, ENG.	E. C. De Keyser's Royal Hotel.		Victoria Embankment. Rotarian S. A. Fabes.
LOS ANGELES, CAL.	Hotel Hollenbeck.	Eu. \$1.00 Up.	Rotarian J. S. Mitchell.
LOUISVILLE, KY.	Henry Watterson Hotel.	Eu. \$1.00-\$3.00.	Rotarian Robt. B. Jones, Mgr.
MACON, GA.	Hotel Lanier.	Am. \$2.50-\$4.00; Eu. \$1.00-\$2.50.	Rotarian T. W. Hooks, Prop.
MANCHESTER, ENG.	Hotel Albion.		Rotarian Francis G. Groenert, Mgr.
MILWAUKEE, WIS.	Hotel Pfister.	Eu. \$2.00 Up.	Rotarian Ray Smith, Mgr.
MOBILE, ALA.	Cawthon Hotel.	Eu. \$1.50 Up.	Rotarian Chas. B. Hervey, Mgr.
NEW YORK CITY, N. Y.	Hotel Majestic.	Eu. \$3.00 Up.	Rotarian Copeland Townsend, Mgr.
OAKLAND, CALIF.	Hotel Touraine.	Eu. \$1.00 Up.	Rotarian Louis Aber, Mgr.
OMAHA, NEBR.	New Henshaw Hotel.	Eu. \$1.00 Up.	Rotarian T. J. O'Brien, Prop.
OTTAWA, ILL.	New Clifton Hotel.	Eu. \$1.00-\$3.00.	Rotarian Louis M. Harvey, Mgr.
PADUCAH, KY.	Hotel Palmer.	\$1.00-\$4.00. With shower bath. \$1.50.	Rotarian Dick Townsend.
PHILADELPHIA, PA.	Hotel Adelphia.	Eu. \$2.50 Up.	Rotarian D. B. Provan, Mgr. (See Display Ad on Page 67 of Magazine.)
PITTSBURGH, PA.	Fort Pitt Hotel.	Eu. \$1.50-\$7.00.	Rotarian A. B. Stahl, Mgr.
PORTLAND, ORE.	The Wheeldon Annex.	Eu. \$1.50-\$4.00.	Rotarian C. L. Horn, Pres.
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# THE ROTARIAN

*The Magazine of Service*

Vol. VIII

JANUARY, 1916

No. 1

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**Chesley R. Perry, Editor**  
(Secretary I. A. of R. C.)

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Rate for classified advertising is now 50c a line single insertion; a discount of 10% for six insertions and 20% for twelve insertion order if paid in advance.

The single insertion rate after January 1, 1916, will be \$1.00 per line, with a discount of 25% on a twelve insertion order, paid in advance.

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FIRST MORTGAGE FARM LOANS for sale, on improved farms, not exceeding 40% actual cash value, 5% and 5 1/2 %, \$500.00 up, write me for list. W. F. Lay, Parsons, Kans. (Rotarian).

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## ROTARY CODE OF ETHICS

A BEAUTIFUL FRAMED COPY OF THE ROTARY CODE of Ethics for only One Dollar postpaid. The Leathersmith Shops, 1033 Race St., Philadelphia, Pa.

## TAILORING

McKAY—MADE—CLOTHES—IN MACON—GEORGIA—Best in The South—Established 1890—Going strong yet—you bet! Albert McKay—Here to stay! Thank you.

## New Year Resolutions for Rotarians

- To know all brother Rotarians by name.
- To boost the club by proving true its motto—"He profits most who serves best."
- To maintain a reputation for service without selfishness, and jollity without vulgarity.
- To believe in yourself, in humanity, and in the success of your life work.
- To be just as true and good as your best friends think you are.
- To remember that if the man fails when his business succeeds, all is lost.
- To win worthy friends by being worthy of them.
- To find joy in your work rather than in the praise of men.
- To make a life where it may be hard to make a living.
- To waste no time in anticipating calamities that may never come.
- To rejoice in legitimate success of a rival and then outstrip him to the goal.
- To greet everybody with a smile and silence criticism by producing the goods.
- To condemn without mercy your own sins and throw a mantle of charity over those of your fellows.
- To measure up to the inscription upon the monument of Chinese Gordon:  
"He at all times and everywhere gave his strength to the weak, his substance to the poor, his sympathy to the suffering, his heart to God."

—J. H. HACKENBERG  
Reading, Penn.

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Cincinnati, Ohio, Gideon C. Wilson.  
54-55 Wiggins Block. Phone Main 413.

Detroit, Mich., Irvin Long.  
915 Hammond Bldg. Phone Cadillac 481.

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Offices Suite 904 Higgins Bldg.

Madison, Wis., Welton, Marks & Porter.  
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300-307 Prudential Life Bldg. Notary in office.

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416-418 Union Bldg. Phones, Home 4160, Main 416.

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Toledo, O., Frank L. Mulholland.  
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THE ROTARIAN aims to make available to the largest possible number of persons, the ideals and the practical experiences of the wide-awake, progressive business and professional men who make up the membership of Rotary Clubs. To this end articles from any issue may be reprinted in whole or in part in other publications. It is requested only that proper mention be made of THE ROTARIAN as the source of the information. Wherever possible, photographs or plates for illustrations will be lent upon request. Articles copyrighted by their authors are so indicated. All other matter is free to those who may wish to use it.

### WATCH FOR THE ROTARIAN NEXT MONTH

*Some of the good things that will be in the February issue of this magazine:*

#### JENKS, ROTARIAN

Being the first installment of an interesting serial based upon the experiences of a Rotarian; a short novel but full of facts.

#### THE CITY MANAGER PLAN AT WORK

The second of an unusually good series of articles under the title "The Next Step in Municipal Government," written by a city manager.

#### THE HUMAN ELEMENT IN AN INDUSTRIAL PLANT

This is a two-part article, which will be concluded in March, dealing in an intensely interesting manner with the problem of keeping employees from becoming mere machines.

#### PLANNING NEIGHBORHOOD CENTERS

The fourth article showing the necessity of Neighborhood Centers in the proper development of American Life.

#### HELPFUL BUSINESS ARTICLES

#### NEWS OF ROTARY ACTIVITIES

#### ANNIVERSARY GREETINGS TO ROTARIANS

# A Suggestion for Rotarians

---

## *1916 Menu*

Grace

Good Fellowship Supreme

Conscience—Clear

Kindness

Good Cheer

Tender Memories

Charity Served with Discretion

Peace

Love

Good Will

Long Life Filled with Usefulness

Hearts Fond and True

Best Wishes for Absent Friends

Sweet Thoughts

Mizpah

Conquer Self and Serve Your Fellow Man



**BOARD OF DIRECTORS (1915-1916) INTERNATIONAL ASSOCIATION OF ROTARY CLUBS IN SESSION AT CHICAGO.**  
From left to right: E. Leslie Pidgeon, third vice-president; Robt H. Cornell, second vice-president; Frank L. Mulholland, immediate past president; William Gettlinger, first vice-president; Chesley R. Perry, secretary; Allen D. Albert, president.



# THE ROTARIAN

*Official Organ of the International Association of Rotary Clubs*

Vol. VIII, No. 1—

EDITORIAL

January, 1916



— 1916 —



THE passing of an old year and the beginning of a new is something which happens every day—every moment in fact. We seldom stop to think of this. When we do, it startles us to realize how artificial is any human calendar.

Time as an element in human existence does not measure the rapidity with which we grow old. Instead it measures the record of achievements. For the human race no "old year is dead" in which something worth while has been accomplished. Nor, for the individual, is any year dead which is unbarren of a worthy advance in any line. No year is new which does not hold the promise of the achievement of something of value to the race.

Strip time of its elements of activity and it means nothing—it represents merely a state of existence in which passivity becomes a sort of dreamless and unbroken sleep. So there is no other time than the present moment. No activity is possible in the days that have gone, nor in the days to come. We may plan for the future but we can accomplish nothing tomorrow until today is ended. We may look back upon the past and draw inspiration from what has been done to spur us on to newer and perhaps greater efforts, but we can do nothing in the past.

The future is the rainbow of promise which holds the deeds that will be the heirs of our thoughts of today; the past is the source of our inheritance, of our estate which consists of things that have been done and thoughts that have been thought and ideas that have become crystallized or that still are nebulous and waiting for our efforts to make them definite and put them to work.

Each one is the heir of all the ages that have past. Wireless telephony was made practical in the closing days of 1915 but it was not the child of that year. It represents the composite effort of all who ever attempted to subjugate electricity, the transformation of their thoughts into deeds.

So Rotary does not lose a year when 1915 ends. Instead it gains another which has been added to the reservoir of the past, and every Rotarian will have free access to this reservoir and may draw upon it, without limitation, for all of its inspiration to better deeds today and better plans for the morrow.

At Cincinnati, in July, will be held the seventh annual Rotary convention. In Rotary, 1916 will be Cincinnati's year. It will be, it must be, a great year for Rotary, a great year for Rotarians, a great year for Cincinnati. Cincinnati is the heir of all the six previous conventions—Chicago, Portland, Duluth, Buffalo, Houston, San Francisco. Upon their experience Cincinnati may and will draw for inspiration to uphold her, for ideas to guide her, for ideals to uplift her.

And because Cincinnati is the latest city to entertain the Rotary convention she has a right to expect—and all Rotarians have a right to expect—that her convention will be the best. It will contain all the best of each of the six that have gone before and have bequeathed to future conventions all their treasures of experience.

May 1916 be a successful and happy year for Cincinnati and her Ro-

tary club. The good wishes of all Rotarians will help Cincinnati over the rough spots and speed her along the smooth places. Another great convention will mark another great forward step for the International Association of Rotary Clubs and all its varied activities; and this in turn will mean greater progress for each Rotary club and for its individual members. So when we wish Cincinnati Rotarians a successful and happy year we are sending our very best wishes to all Rotarians.

May all people everywhere in this year 1916 draw freely for inspiration upon the worthy achievements of the past and translate this inspiration into deeds which will make the rainbow of the future brighter than ever it has been.



### *New Year's Greetings*



From Allen D. Albert, President I. A. of R. C.

ROTARY seems certain to gain greatly in numbers thru the year 1916. We could not suppress our joy in that growth if we would. Yet to one who has been given the large privilege of contact with thousands of Rotarians in the United States and Canada this winter our promised gain in numbers seems less notable than another gain forecast for 1916.

In every club is manifest a new spirit to give practical expression to the ideals of Rotary. One of the ties that binds us together so strongly is our impatience over the mere dreaming of good deeds. The whole company of Rotary clubs is astir to make the Rotary dreams come true. In every case the making practical of the Rotary ideal includes the enrichment of life for all the community represented by that club. Scores of cities have identified Rotary with city planning, with social progress, with civic righteousness. Rotary fellowship is thus bearing fruit in Rotary service.

May the whole wide circle of our organization give the new year distinction in our calendar as that in which the blessings of Rotary were made more clearly manifest than ever before to the communities which have blessed Rotary with their trust!



From Frank L. Mulholland, Immediate Past President I. A. of R. C.

A splendid twelve-month was old nineteen-fifteen. We met many old friends and made scores of new friends. There were three hundred and sixty-five days full to overflowing with love, laughter, work, health, joy, and smiles.

We are at the dawn of a new year and again thinking of our friends. Out of the experience of the past we learn that to have friends we must be friendly; to acquire happiness we must spread sunshine; and to gain worthwhile honor we must give freely of our time, our talents, and our means.

Rotary has proven a great opportunity to its members. Not so much an opportunity to receive as an opportunity to give, and yet perhaps it is both for the real Rotarian develops his spiritual, intellectual and material being proportionately as he understands and practices the Rotarian precept of service.

We wish each one success; or, better still, we wish that each and all may form a correct conception of that which when accomplished will constitute success.

This is all we wish; for it will bring a happy New Year. It will lead us to boost, not knock; to talk happiness rather than gloom; to smile instead of frown, and the whole New Year will be one round of hand-clasps, smiles, friendships, joyous days of labor and tasks well done.

# The Romance of the World's Greatest Corporation

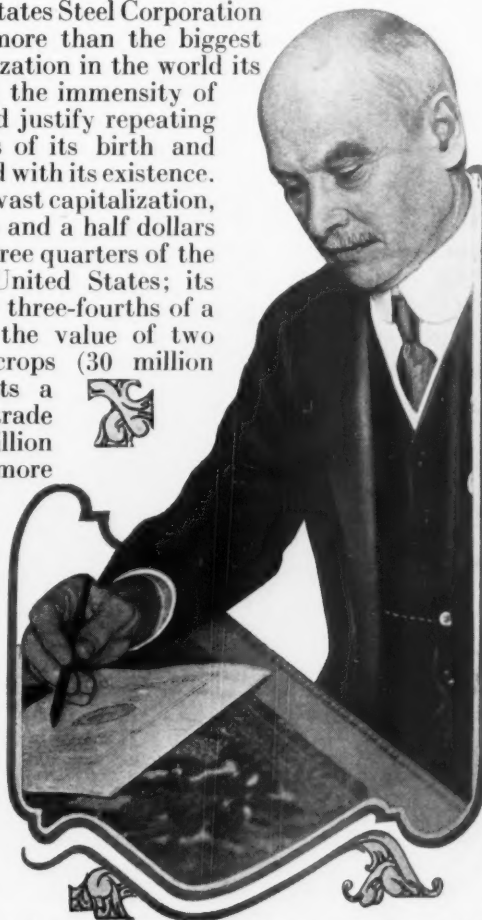
By P. C. BUTLER

**I**F THE United States Steel Corporation were nothing more than the biggest business organization in the world its enormous size and the immensity of its operations would justify repeating some of the details of its birth and the events connected with its existence.

The Steel Trust's vast capitalization, more than a billion and a half dollars—1571 millions—three quarters of the gold coin of the United States; its yearly turnover of three-fourths of a billion dollars, or the value of two American cotton crops (30 million bales) at ten cents a pound; its foreign trade of more than two million tons; its pay roll of more than 255 thousand men; these alone would make the steel corporation's history worth the telling.

These things, properly considered, are only secondary and their importance lies largely in the bearing they have on something of far greater consequence—the big company's influence upon the industrial history of the world.

The organization of the Steel Corporation marked the beginning of a new era in industry. It was, in a modified sense, an experiment in popular ownership, in the ownership of industry by labor. It substituted for limited ownership of several big plants by a few men, one gigantic unit owned by a multitude. Today, the stockholders number 150,000 and one-third of these are employees of the corporation. The stock is sold to employees on the installment plan, at a price slightly under



*Judge Elbert H. Gary, the man who organized the United States Steel Corporation and who has been its head since its organization.*

the market, and bonuses are paid annually to those who remain with the corporation for a certain length of time.

## Protection for Workers

In the various plants of the corporation the machinery is protected by steel lattice safety enclosures and every means of safety to workmen is provided. There is a trained rescue corps, a number of emergency hospitals, operating rooms skilled surgeons, trained nurses, excellent water systems for furnishing pure water, open air benches, large rest rooms, dining rooms, locker rooms for workmen, wading pools and playgrounds for children, churches, schools and flower gardens.

Excellent homes are provided for employees' families at actual cost to the corporation. These homes have electric lights, water and gas or coal. They range in rental from \$5.50 to \$8.50 per month and prizes are offered for beautiful lawns, flower

and vegetable gardens.

By a joint action of the Steel Corporation and Andrew Carnegie, a pension fund of \$12,000,000 was created for employees which began operation on January 1, 1911. During the last four years \$1,575,000 has been paid on pensions. Employees are retired at a certain age or for disability, and their pensions amount to about one-third of their former salary, but not less than \$12 a month nor more than \$100 a month. Is it any wonder, that you never hear of a

strike among the employes of the Steel Corporation?

To get a true perspective on the events leading up to the formation of the United States Steel Corporation it is necessary to review briefly the history of the steel industry just prior to the formation of the big company. In the last half century steel making in America had grown from the age of swaddling clothes to full manhood, in fact to gianthood. It stood supreme among industries. Inventors were each day evolving new use for the metal.

### The Struggle for Tonnage

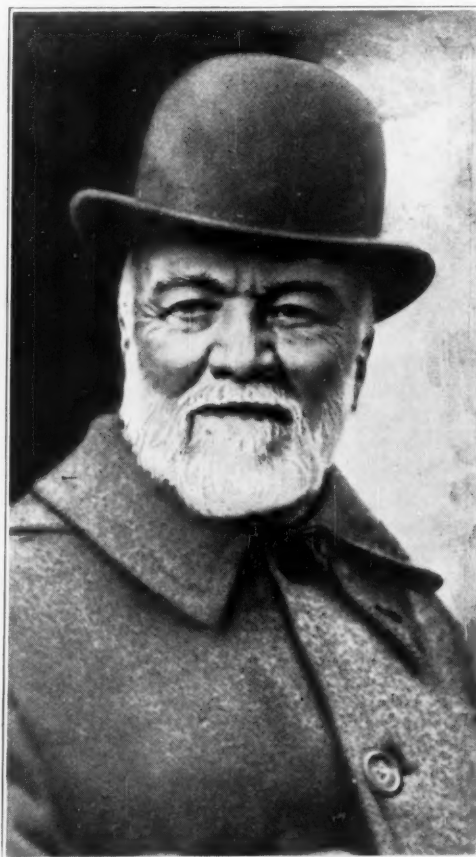
Steel became a world necessity. In the struggle for tonnage that followed men lost all sense of proportion. Boom times of the steel trade were succeeded, with disheartening regularity, by periods of dearth. During these periods it was war between manufacturer and manufacturer, war in which no quarter was asked or given. Prices were cut and wages with them. Steel was dumped on foreign markets at less than the manufacturing cost. In the fierce and bitter struggle only the most daring or the most unscrupulous manufacturer could survive and under the strain for production only the strongest workers could live.

There is hardly anyone who has not heard of the famous steel "pools." These were attempts on the part of steel makers to protect themselves from the killing competition but they were treaties in which no participant trusted the other and which consequently were broken by each just as soon as the opportunity to get ahead of his fellow pool members presented itself. Then Andrew Carnegie brought about the organization of the United States Steel Corporation.

### The Rise of Carnegie

Carnegie's rise from utter obscurity until he became the dominating figure in the leading industry of the world reads like a page out of fiction. Only a brief outline can be given here. Born in Dumferline, Scotland, in 1835, the future Monarch of Steel came to the United States with his father at the age of thirteen and started his career as a bobbin boy in a cotton mill at a wage of \$1.20 a week.

At the age of fifteen he became a telegraph messenger and later an operator for



*Andrew Carnegie, one of the most interesting figures in the romance of industrial America. He had a great deal to do in a quiet way, with the organization of the United States Steel Corporation to which he sold his properties for \$490,000,000 in stocks and bonds.*

the Pennsylvania railroad and his ability soon attracted the attention of Col. Thomas A. Scott, head of that system, who made Carnegie his private secretary.

Thus the young Scot got his first foothold on the ladder of fortune. He saved his money and in 1864 made his entrance in a quiet way on the stage of the iron industry, purchasing one-sixth interest in the Iron City Forge Co. A little later Carnegie saw a Bessemer converter in operation, one of the most impressive sights in the making of steel, and this converted him from an iron man into a steel man.

He began the manufacture of steel and had phenomenal success. Breaking down all obstacles in his way to fortune he became a terror to competitors and altho probably he was well hated he also was respected.



Having a wonderful ability for organization and a passion for power he built up an organization that has only once been surpassed in the world of trade, an organization that was at the same time utterly loyal and extremely efficient.

### Carnegie's Quiet Part

It is not generally known that Carnegie was largely responsible for the formation of the Steel Corporation. The part he played was a quiet one. He wanted to sell out and retire—to devote his life to philanthropy, education and the cause of peace. So he worked in co-operation with Elbert H. Gary, then president of the Federal Steel Company and one of Carnegie's strongest competitors. Gary was the man destined to take Carnegie's place as the central figure in the world's steel industry.

Gary's ambition knew no bounds. Where Carnegie worked to make the steel industry an empire over which he should reign supreme Gary dreamed of an immense republic of steel. Where Carnegie sought to unify the control of the steel trade and bring it into his own hands Gary sought to make it an industry owned by the people and particularly by the workers. Where Carnegie stopped at the ocean Gary sought to establish a world-wide and permanent market for the mills of the United States.

One man there was who could provide the wherewithal for the expansion. That man was the late J. Pierpont Morgan, New York banker and financier. Gary took his plans to Morgan but the banker was not enthusiastic. Perhaps he saw that few steel concerns were making money and feared to put so much capital into the venture. But whatever his reasons, the great financier hesitated and would not permit himself to be convinced.

Carnegie, like Gary, arrived at the conclusion that only Morgan was able to engineer the purchase of his properties. Therefore, he decided, Morgan must be induced to buy. At first Carnegie tried ordinary tactics. He had mutual acquaintances suggest to the banker the advisability of a deal by which the Carnegie company would be absorbed. Time and again this suggestion was made, and on each occasion Morgan listened—then sent for Gary. The latter did all he could to induce the financier to accept the suggestion. But each time Morgan, after careful consideration, decided not to act.



*J. Pierpont Morgan, Sr., the New York banker and financier whose aid was needed in the organization by Carnegie, Gary and Schwab of the United States Steel Corporation.*

### Threats Fail to Move Morgan

Then Carnegie resorted to coercion. Morgan was heavily interested in the National Tube Company, an amalgamation of a number of tube mills. Carnegie made no tubes. His entry into the business of manufacturing tubes would have undoubtedly brought the National Tube Company face to face with the most serious competition it had ever encountered. And Carnegie threatened to build a tube mill. He

announced his plans publicly for the proposed tube mill and bought a site at Conneaut. But, altho Morgan knew that the steel maker was able and ready to carry out this project, he gave no sign of having changed his mind.

Carnegie's next step was more serious. He threatened to build a railroad paralleling the Pennsylvania system thruout its entire length which would have been a heavier blow to the Morgan interests than the erection of a tube mill. It is extremely doubtful if Carnegie, powerful as he was, seriously intended to attempt such an undertaking and therein may have lain the reason for the banker's seeming indifference. On the other hand, those who knew Carnegie declared that he would have found the means to build the suggested road, even as he had in the past done other things said to have been impossible.

That Carnegie had no desire to enter into a pitched battle with the powerful Morgan interests seems to be fairly well established by his next act, which directly led up to the formation of the United States Steel Corporation.

#### Schwab's Part in the Play

Among the Carnegie partners was a young man, Chas. M. Schwab, president of the Carnegie Steel Company. Schwab not only represented the top notch of efficiency as a steel maker, a salesman and an executive, but he had a veritable tongue of gold. To listen to him was to be converted to his views; he could talk the legs off the proverbial brass pot. Carnegie reasoned that if the man lived who could convince Morgan to engineer a purchase of his properties that man was Charlie Schwab. Carnegie therefore decided to bring together the financier and the president of the Carnegie company and let loose on Morgan the flood of Schwab's eloquence.

On the night of December 12, 1900, Edward R. Simmons and Chas. S. Smith, both close friends of Carnegie, gave a dinner to which Morgan was invited. To Schwab was assigned the duty of making the speech of the evening. Ostensibly the dinner was merely a social affair but in the light of subsequent events it may be considered certain that it was arranged at the suggestion of Carnegie and that its purpose was the sale of his properties to Morgan. Everything went off as planned.

Schwab chose for his subject "The Steel

Company of the Future." He played upon this theme as a skillful harpist plays to an attentive audience. Not the least attentive of his auditors was the great banker and while Schwab never referred directly to the Carnegie company, he made it very clear that the company which he described in glowing terms would of necessity own and control the Carnegie plants.

Schwab forecasted a future of wonderful brilliance for the steel industry. He drew a word picture of a company big enough to insure the greatest economies in the securing of raw materials, but highly specialized by departments, each and every plant confining its attention to one particular product so as to secure the highest degree of efficiency. He described such an organization as able to dominate the markets of the entire world and to set a pace that neither England nor Germany could follow. The ideal structure he painted was well worth the attention of the greatest of bankers, an industrial enterprise that even the great Morgan might well be proud to stand sponsor for.

#### Schwab's Golden Tongue Wins

The youthful president swept the financier off his feet. In that half hour the United States Steel Corporation, to all intents and purposes, became an actual fact. Carnegie in 1901 sold his properties to the new company for nearly \$490,000,000, paid in \$300,455,000 of 5 per cent bonds and \$188,556,000 in preferred stock.

The financial world, accustomed to big figures, gasped when the plans of a new corporation with an authorized capitalization of a billion and a half dollars were announced.

Now see how these dinner party plans for the organization have been carried out:

The Steel Corporation today is composed of more than forty subsidiary companies.

It owns or operates twenty-seven rail-steel mills.

It owns or operates twenty-seven railroads; 200 or more large ore carrying vessels in the Great Lakes; 114 vessels in the Ohio River; nine foreign going vessels with thirty-five to forty under charter.

Two hundred and fourteen active oil and gas wells for its own use, with several hundred miles of pipe line.

More than thirty ore ranges, districts and groups with deposits said to be worth a billion dollars.

The ten largest principal subsidiary companies of the Steel Corporation are:

The American Bridge Company.

The American Sheet and Tin Plate Company.

The National Tube Company.

The Carnegie Steel Company.

The Illinois Steel Company.

The Indiana Steel Company.

The H. C. Fricke Coke Company.

The Lorain Steel Company.

The American Steel and Wire company, the chief figures in which in earlier days were the late John W. Gates, Alfred Clifford, William Edenborn and others.

The Tennessee Coal, Iron and Railroad Company.

The Tennessee Coal, Iron and Railroad Company was purchased in 1907 for about \$25,000,000, about 60 per cent more than good business practice would seem to warrant, but the purchase is said to have stayed the panic of 1907 and to have avoided financial disaster to a large section of the south. In seven years about \$8,000,000 of profits of the T. C. I. Co., were put back into plant improvements, plus some \$15,000,000 of Steel Corporation money. In that time the corporation received approximately \$300,000 on its investment, but the value of the properties and their earning power has been enormously enhanced.

The Steel Corporation is by far the largest shipper in the world. Its annual tonnage is nearly a million carloads.

In a single city, for example, here in Shreveport, the annual sales of the Steel Corporation's products will approximate \$2,500,000. One Shreveport jobber has sold each year for four years a carload of tacks made by this great organization.

There is hardly a part of the known globe

where the agents and the products of the Steel Corporation do not penetrate. In some countries a staff of skilled workmen is maintained. In Buenos Ayres, for instance, the corporation has its own force of erectors, and the steel frames of nearly all the handsome modern buildings of the Argentine capital have been put up by the Steel Trust's riggers.

Altogether, the Steel Corporation has 268 agencies in over sixty different countries, and its exports include cotton ties for Egypt, highway bridges for Australia, galvanized sheets for Borneo, steel pipe for Roumania, rails for India, wire and nails for China and wire rope for the Transvaal diamond mines.

Judge Gary's dream is coming true—probably to a far greater extent than even he is conscious of. As the head of the great corporation since its organization he has tried to have it so conducted that it would more nearly approximate his ideal of "a business friendship which compels one to feel the same concern for his neighbor that he does for himself" to quote his own words used at a conference of steel kings in Brussels.

This ideal of business which considers the Golden Rule a practical, workable

rule, which declares that even in business we are the keepers of our brothers, is permeating all lines of industry. The Rotary Code of Ethics, adopted at the San Francisco 1915 Convention, is a wonderful manifestation of the same ideal which was the source of Judge Gary's inspiration. Thru the twenty-two thousand Rotarians who are members of the more than 200 Rotary clubs this effort to establish higher business standards is being carried into every phase of professional, industrial and commercial life.



*Charles M. Schwab whose "Golden Tongue" won Morgan over to participation in the organization of the United States Steel Corporation.*

# The Next Step in Municipal Government—The City Manager

By ALBERT W. PALMER

**I** SPEAK on this subject not as an expert but simply as in interpreter of what I believe the best and sanest experts have arrived at.

The history of city government in America is an interesting one. It begins with the Colonial town meeting and the committee of select-men—a very simple machinery for an age when the community was small. The adoption of the Federal constitution had a marked effect on city government. Cities began to imitate the division of legislative, executive and judicial functions. Some cities even went so far as to have city councils with two chambers corresponding to the senate and the house of representatives.

The councilmen represented local wards and were apt to be more interested in their individual wards than in the city as a whole. The evils of this form of government were the "log-rolling" by the councilmen, the lack of concentrated responsibility as shown by the constant "passing the buck" between the mayor and council and the general inefficiency which made James Bryce say that the cities were the weakest point in American government machinery.

The idea that "to the victors belong the spoils," so popular in national politics, also had disastrous effects in the cities until partially checked by civil service reform.

## Commission Form an Advance

The first radical move towards improvement was the development of the commission form of government following the great disaster at Galveston. That city in its emergency disregarded the time-honored separation of legislative and executive functions and entrusted its government to what was practically an executive committee of five men.

The commission form of government as it grew out of this Galveston experiment is a

distinct advance over the older form. It concentrates responsibility in a commission of five men. It has this commission elected at large and so does away with the "log-rolling" between the members representing different wards, thus doing away also with the "passing of the buck" between the mayor and the council. While it is not entirely satisfactory, it is so much better than the older form which it succeeded that no city having adopted the commission form of government has ever contemplated going back to the previous form of organization.

The commission form of government has, however, now been in operation long enough for us to learn its essential weaknesses. These weaknesses indicate what points need to be reinforced and point out the direction in which the future evolution of municipal government must proceed. These weaknesses are:

**First: Lack of unity.** Instead of a single responsible head for the city there are five heads, each commissioner being supreme in his own department. This lack of any thoro-going correlation between departments makes for poor team work. It is inefficient and wasteful. No other enterprise so large as a big city would think of managing its affairs in so disjointed a fashion. Someone has said: "Armies have often won battles under poor generals, but no army was ever victorious when commanded by a debating society!" The average city commission tends perilously to become a debating society.

**Second: The commissioners are not experts in their representative departments.** Here in Oakland we have seen a man trained and educated as a civil engineer put in charge, not of the department of public works, but of public health and safety; a man trained as a merchant put in charge of the department of public works;

EDITORIAL NOTE: Dr. Palmer, the clergyman member of the Oakland Rotary Club, pastor of the Plymouth Congregational church, is a wide and earnest student of public affairs. In this article he has successfully and entertainingly condensed into a short space the conclusions which many students of American municipal governments have drawn from detailed arguments. In the August 1915 issue of THE ROTARIAN was published an article, "How to Get Good Government," by Col. S. S. McClure, who for a dozen years has made a study of this problem in the effort to find a remedy for American municipal government defects. Col. McClure set forth in detail his criticisms and his proposals for remedying them. Dr. Palmer's excellent resume of the conclusions reached by Col. McClure and other students of the problem will be followed in the February issue of THE ROTARIAN with an article by a city manager on "The City Manager Plan as it Works Out."



and a man without any technical financial training made commissioner of public finances. The result is that the men after being elected commissioners are compelled to set to work to learn the business of the department to which they are assigned.

### **Retired When He Becomes Competent**

I am not criticising the way in which they have measured up to their responsibilities or failed so to measure up. I am simply pointing out that as a proposition in scientific management it is not a wise proceeding to put men in charge of large enterprises for which they have not been trained. A bright man put up against a new job will master it in time, but the tax payers will have to pay for his mistakes and about the time he learns how to handle the job we fire him, get a new amateur and stand the expense of making him in turn into a professional.

**Third: Men are elected to offices requiring high administrative ability on the basis of their capacity to get votes.** Now a man may be a very excellent vote getter and a very poor administrator. The capacity to make a whirlwind campaign and make speeches which bring tears to people's eyes doesn't necessarily indicate executive ability or guarantee efficiency in administering the city's business. In fact, these two qualities are quite apt to be separated. The man who has splendid executive power is often temperamentally incapable of popular appeal.

We select men for a hard-headed practical task largely by an emotional test. It is as if you wanted an efficient stenographer and held a test to see which of the girls who applied for the position could get the most applause from a crowd for singing a solo. She might be a very good soloist and a very poor stenographer. Your politician may be a very good politician and a very poor city executive.

**Fourth: The salaries are too low.** A \$3,600 salary for a political job will not attract any man who can make over \$3,000 in some other line. The men who are capable of handling the enormous amount of work and assuming the great responsibilities which fall to the city commission are already earning a salary considerably above \$3,600 in the outside world.

### **Results of Weaknesses**

The tendency is for men of limited capacity, to whom a \$3,600 salary looks big, to

seek the position of city commissioner, while men of greater experience and ability cannot afford to accept the salary offered. It is rather an anomalous situation where a community pays its commissioners \$3,600 a year, its mayor \$4,200 and the secretary of its commercial club \$6,000.

The net result of these weaknesses of the commission form of government is that cities have been disappointed on the whole in the quality of men who have sought public office, that the administration has generally proved expensive with a high tax rate and that there has been a lack of unity and efficiency in the city government.

The next step in the evolution of the commission form of government and the logical way of meeting the weaknesses just mentioned is what is known as the city manager plan. This plan is already in operation in many American cities two of the most prominent being Dayton, Ohio, and San Diego, California.

Its essential elements are three:

**First: An unpaid commission elected by the people from the city at large.** This is the policy-forming body of the city, corresponding roughly to the board of directors of a large corporation. It would not need to meet oftener than once a week for two hours in the evening, and therefore, its members would not need to be paid. Men who could not afford to sacrifice their private businesses to accept a \$3,600 job as commissioner could be induced to give one evening a week to the service of the city without pay, just as now public spirited citizens are giving on the library, park, playground and other boards similar service without a cent of remuneration. This unpaid commission would have as its chief task the selection of a city manager.

### **Duties of City Manager**

**Second: The city manager himself.** He would have charge of and be held responsible for the practical administration of all the business of the city. He would be held responsible for the results just as the superintendent of a railroad is held responsible by the board of directors. He would be selected on the basis of his knowledge of municipal affairs and his proved executive ability. He would preferably be an engineer of ten years' experience. He would be selected by placing advertisements in at least two technical journals of national circulation and in ten newspapers, at least four of them being published east

of the Mississippi river. The idea would be to select the most competent and efficient man in the whole country for the job of administering the city.

Dayton, Ohio, for example, offered Colonel Goethals \$25,000 to become its city manager. Oakland ought to be prepared to pay from \$10,000 to \$15,000 for a big enough man.

Now it is entirely feasible for a council elected at large to select such a city manager. I am not a physician but I can select for you a first-class surgeon. I am not a college president but I can recommend for you an absolutely high grade university. The men of your council may not be technical city administrators but they can come pretty close to picking out from a group of candidates the best trained and most efficient man.

The city manager, once installed, would organize and unify all the city business on an efficiency basis having his deputies in charge of each department. City employees would be guaranteed permanent tenure of office under a civil service efficiency system. This would build up trained and experienced administrators of the city's business, all working under one head in a uniform system.

#### Place of Budget in Plan

**Third: The public budget.** This would be prepared by the manager, presented to the council and printed in pamphlet form for public distribution. It would show the amount apportioned and expended by each department during the year and it would give in parallel columns both the total and unit costs for the coming year and for previous years so that the public could see plainly the increase or decrease in expenditures for any object and the relative economy and efficiency of administration. After ample time for public hearing council would accept or amend budget as presented.

The advantages of this form over the present commission form of government are obvious. It would make it possible to

secure stronger men on the city council. It would give us a government managed, not by amateurs, but by a trained and expert city administrator. It would result in a unified city government thus making for economy and efficiency. It would provide for a permanent and experienced city administration, for a city manager would be retained so long as he made good on the job. Even if the council for personal or selfish reasons discharged a city manager, his successor, on account of the public budget system, would find himself compelled to do as well as, if not better than, his predecessor.

As more cities adopt the city manager plan there will grow up a class of trained executives who will make city administration their permanent profession. If a man makes good with a city of ten thousand he can reasonably expect to be called to administer the affairs of a city of fifty thousand and if his work in the city of fifty thousand shows good results he will be qualified for a city of five hundred thousand.

#### Comparison With Business

One has only to look at any other big business enterprise to see why the commission form is unsatisfactory and how the city manager form would improve matters.

Suppose the stockholders of a railroad elected a board of directors and these directors, without any technical training in railroading, appointed one of their members general passenger agent and put another in charge of the rolling stock and shops and another in charge of the operation of trains, etc. What would happen to that railroad? Why does the board of directors in a railroad select a superintendent and then hold him responsible for results?

Why should not a city commission, which is the board of directors of the corporation to which you and I all belong—a big corporation and an important one—why should not this commission select a trained and competent manager for the city?

#### Ideas

When you pick up the telephone to talk to a distant customer or friend, do you ever think that this great modern convenience was merely an idea not many years ago? Then stop and look around you; the tall skyscrapers, the mammoth business concerns, the immense factories, these all started from mere ideas.

Ideas are the life and blood of progress. Ideas are contagious. One idea suggests another. You may have several good ideas but unless you ex-

change them with your fellowmen, the ideas will die.

The Rotary spirit helps to develop broader and more successful business men. Ideas help make men successful.

It is inspiring to know that as a member of the International Association of Rotary Clubs one has an opportunity each week to exchange valuable ideas with such successful and progressive business men as compose this organization.

—Jack Toy in *Houston Rotary Bulletin*.



*One of Main Exhibition Halls at Boston Business Show*

## New England Conference and Boston Rotary Business Show

By RALPH G. WELLS,  
*Secretary Boston Rotary Club*

THE Boston and other New England Rotarians are greatly pleased over the New England Conference of November 15 and 16 and the Boston men are also proud of the success of their Third Annual Exhibition.

Among the out of town visitors were:

Immediate Past International President Frank L. Mulholland, Tom DeVilbiss of Toledo, "Happy" Sassaman of Philadelphia, Oliver P. T. Wish, Secretary of the Portland (Me.) R. C., Frank Waterman, Vice-President of the New York R. C., Guy Gundaker, Past President of the Philadelphia R. C., "Fritz" Galbraith, Past President of the Cincinnati R. C. and Roy Denny, Vice-President of the Chicago R. C.

The opening exercises of the exhibition were held at three p. m., in the Assembly Room of Horticultural Hall. President Edwin C. Miller of Boston welcomed the Rotarians and introduced District Governor Lester P. Winchenbaugh of Boston, Frank Sieberlich, representing Mayor James M. Curley, welcomed the delegates in behalf

of the city, and Frank L. Mulholland gave a stirring talk on Rotary. The response to the addresses of welcome was made by the president of the youngest Rotary club in New England, Frank L. Rawson of Portland, Maine.

The exhibition was opened formally by Governor David I. Walsh, of Massachusetts, who, in extending his greetings to those present, said: "*This club directs our attention to a service that extends aid and encouragement to men engaged in business enterprises. Every man who belongs to an association like this is a better citizen and a better business man. The influence of such a strong, vigorous association is good for the community.*"

On Tuesday night a banquet was tendered to the visitors by the Boston club, President Miller presiding. The speakers were Mulholland, Gundaker, Galbraith, Waterman, Denny and club presidents Macomber of Hartford, Rawson of Portland, Snow of Worcester, Clasen of Providence, Hayden, director of the Spring-





*Henry M. Sander's Booth at Boston Rotary Business Show*

field R. C. and District Governor Winchenbaugh.

Besides those present from the New England Rotary clubs there were also present at the dinner Rotarians from Portland (Ore.), Louisville, Toledo, Chicago, Cincinnati, Philadelphia, New York, Jacksonville, Cleveland, Des Moines and Halifax, N. S. This meeting was the most enthusiastic that has ever been held in Boston. A reception and dancing followed.

On Wednesday morning the conference of the delegates from the New England clubs opened at the Hotel Lenox, District Governor Winchenbaugh presiding, with a full attendance and thoro discussions. Every delegate in attendance left with a deeper enthusiasm for Rotary and a greater understanding of what it means.

At noon at luncheon President Miller of Boston delivered

an impressive address on "International Rotary Obligations." There were also speeches by Joe Mitchell Chapple, Denny and Galbraith.

The ladies from out of town who attended the conference were entertained by a special committee of which Mrs. Edwin C. Miller was chairman. (Auto trips, shopping trips, historical interest trips, a ladies' Rotary luncheon, and the big banquet.)

The Exhibition was by far the most successful event that the Boston Rotary Club has produced. One of the largest buildings in Boston was filled completely with the exhibits of merchandise and manufactured products of the various members. For five days the display was kept open from 12 o'clock every day until 10 at night. It was attended by approximately 15,000 visitors.

### ***Just a Feller—Just a Chap***

*By FRANK G. MACOMBER*

*Frank Mulholland's remark—"A Rotarian of the live wire sort is just a feller, just a chap" at the District No. 1 Conference at Boston so impressed President Macomber of the Hartford R. C. that he wrote the following verses on his cuff. They were discovered later, he was made to read them to the conference and they made a big hit.*

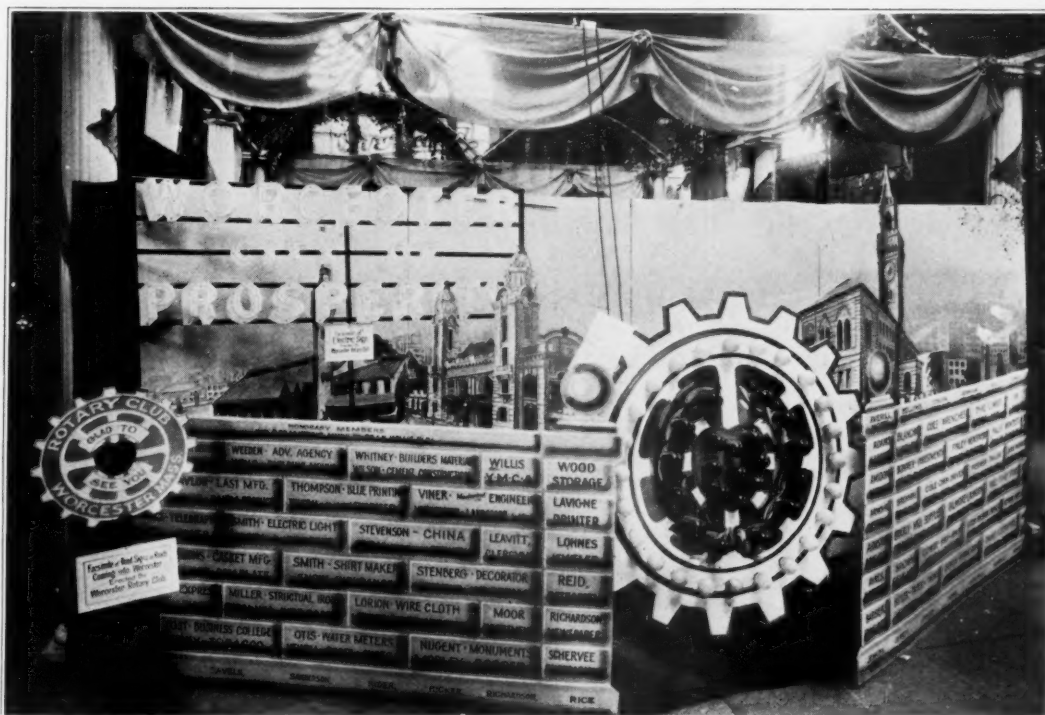
Just a feller, just an ordinary chap;  
Just a man, full o' vim, full o' snap;  
Just a feller who loves his work:  
Just a chap who hates the shirk.

Just a man who lives each day,  
Loving life and loving play;  
Just a man who's e'er your friend,  
Standin' by to help defend.

Just a man who grips your hand: holds it tight  
And says, I'm with you in the fight!

*—Continued on next page*





*Exhibit of Worcester Rotary Club at Boston Rotary Business Show*

Not only Rotarians and their friends from all over New England but members of nearly every commercial organization in Boston and women's clubs thruout the Metropolitan district were present. Widespread publicity was secured in practically every important paper in New England. Thousands of copies of an elaborate Rotary hand-book and roster of the Boston club were distributed to the visitors, together with much literature regarding Rotary. There were sent out 185,000 complimentary tickets, 22,000 engraved invitations and 50,000 circulars.

The various halls were beautifully decorated and each exhibitor displayed his goods effectively and in harmony with the artistic surroundings. Band concerts were provided both afternoon and evening and attractive musicales were given every evening.

Upon entering any of the halls in the

evening a visitor might well believe that he was attending a Gala Day Festival. The large crowds, bright lights and stirring music gave an air of happiness and good fellowship that is so typical of any Rotary affair.

A model Rotary office fully equipped thru the courtesies of various members of the club was located prominently on the loggia and was used as an administrative office. Someone was always in attendance to give information.

Thru the courtesy of the officers of the club space was given in this booth to the Boston Chamber of Commerce for the distribution of literature regarding the City of Boston and the work of the Chamber.

Without exception the exhibition was one of the most interesting ever given in Boston. First, because it was absolutely free from fakirs and cheap dis-

***Just a Feller, Just a Chap; Cont. from page 18***

Looks you in the eye and smiles,  
Helpin' smooth out troubles' trials.

Just a man who's clean clear thru;  
Honest, common and true blue.  
Just a chap as has no frills,  
Filled with pep right to the gills.

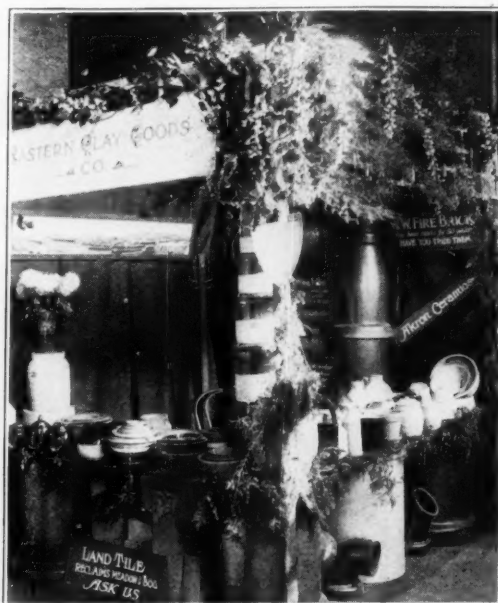
Born o' woman: knows her true;  
'Fraid of her, yet loves her, too.  
Just a chap like you and me,  
Who always means a man to be.

He's the feller 'cross the street;  
Just the chap you always meet  
At your work, where e'er you play;  
In the shop, or where you pray.

Just a feller whose hand-grasp  
Has a friendship in its clasp;  
Just a chap who means to be  
Just a man like you and me.

play. Every booth represented the serious attempt on the part of the club member to do full justice to his business. Second, there was no duplication of exhibits, each one being entirely different. And third, probably the most important feature, the people who attended the exhibition were of a most substantial and representative class. Through the whole affair ran a feeling of personal friendship that could only be secured by confining the admission to those who had been invited.

On the closing night there was distributed to each member a large box filled with souvenirs and presents given by the mem-



*Claude A. Palmer's Exhibit*

bers. Nearly every member contributed a souvenir or gift to each one of these boxes. The articles included ranged from pencils and rulers to food products and footwarmers.

At 10 p. m. on Saturday, after the doors of the Exhibition were closed, all members and their friends who were on hand met in the assembly hall and celebrated the wonderful success of the entire five days of exhibition and conference by songs and speeches and dances until the lights went out at midnight.

*(Rotary clubs wishing further particulars and detailed information can get same from Secretary Wells.)*

## Word Pictures of Some Who Were There

*By Our Little Bird*

"Fritz" Galbraith is a man almost six feet, heavy set, a smooth shaven open face and pish! Fritz looks more like an artist than a manufacturer—he affects artist's soft bow ties.

\* \* \*

Frank Mulholland is short, medium between fat and thin; smokes a lot, talks a lot, loves to josh and gets red in the face when he gets excited.

\* \* \*

Lester Winchenbaugh is two hundred years American, of pure German blood all the way, cultivates a Vandyke beard and can blush like a schoolgirl.

\* \* \*

Guy Gundaker is short, fat, smooth shaven, loves to talk when he has something to say and is mum as an oyster when he hasn't.

Frank Rawson the Portland, (Maine) president, who is getting 200 per cent attendance, is thin and wiry, wears glasses, talks fast and looks like a school-teacher and acts like a Maxim gun.

\* \* \*

Prexy Ben Snow of the Worcester club is a fine looking, up-standing chap who worries because he only has a 65 per cent attendance at weekly luncheons.

\* \* \*

Rob Roy "Dennos," vice-president of the Chicago club, specialized on conversation with the older men and the younger matrons. (Roy makes a food for invalids and babies.)

\* \* \*

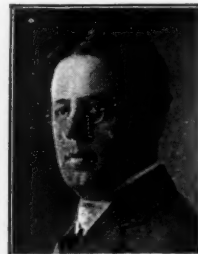
President Miller of the Boston club had everybody calling him "Dad" fifteen minutes after their arrival; then they all commenced calling Mrs. Miller, "Ma"—and they liked it!



L. P. WINCHENBAUGH  
Governor District No. 1



EDWIN C. MILLER  
President Boston R. C.



RALPH G. WELLS  
Secretary Boston R. C.

# What is Rotary?

By FRANK HIGGINS

**T**O attempt to answer in an analytical manner this question which is being persistently asked the more Rotary becomes known, or to attempt specifically to define Rotary, would be futile, for the more potent the principle becomes, the more boundless seem to be its achievements and possibilities.

As the spirit of man cannot be invoked and put through a microscopical examination, so it is with Rotary, which, speaking in a general sense, is the awakening and quickening of the conscience of mankind into an active agent which has created a force that is ever growing in strength and increasing in volume.

It started in the Middle West of the United States a few years ago, and during the short period of its existence has spread all over the North American continent, through Great Britain and is on its way around the world.

It is safe to say that Rotarians have discovered the means whereby a human force may be created that will help materially towards raising our race to a higher and better standard of living, a force which is generated by getting together active and ambitious men in each community who do not compete in business.

## New Force Set in Motion

Rotarians say, and they have proved it to the satisfaction of many who have looked into the principle from the outside, that by the commingling of men who have no conflicting business interests a force is set in motion that creates among men a spirit of optimism, of mutual helpfulness and toleration and tends to draw out of men the better side of their natures.

A Rotary club is composed of men who represent distinct lines of business and the effort put forward is to get into the club the most representative man of each line. There are no initiatory or ritualistic ceremonies, no pass-words or high signs; the only obligation exacted is that men who become members must attend a certain percentage of meetings and take an active interest in the work of the club.

The gatherings consist of luncheons and other get-together events, and a member is not required to neglect his family ties or his business in carrying out his club obligations, no alcoholic drinks are served at these functions, and politics and risqué stories are tabooed. There is nothing of a secret nature transacted and non-members are invited to become interested in the activities of the club.

Being run along these lines it is obvious that a Rotary club must necessarily be an aggregation of whole-souled, whole-hearted, clean-living men. Members who do not quickly get into that class find the pace too fast and drop out of the race, but it is a tribute to its broadening effect on men that only a very small proportion of members fall out. It is a matter of record that no club has ever disbanded.

## Not a Trade Corporation

The most unfair criticism that has been leveled at the organization is that it is a kind of close trade corporation. A slight consideration of such a suggestion should convince any fair-minded person that no business man could increase his business, to any material extent, by using the club as a medium for the disposal of his wares on account of the limited extent of the membership, and he certainly could not afford to foster antagonism from his fellow citizens towards the organization and himself which would, as a matter of course, ensue if a club were formed with any such motive.

A Rotary club is not designed for the interchange of commodities; it is mainly for the interchange of ideas.

The principles and aspirations of Rotarians have been put into concise language by different leaders in the movement:

**ALLEN D. ALBERT:** Rotary is essentially a thing of the spirit. To the spirit of business efficiency, wholesome relaxation and general happiness, there can be neither national nor ethnic boundaries.

**FRANK L. MULHOLLAND:** Rotary is the brightest inspiration that has reached the business world. It has an individual message as well as a social message. It will help you to smile, live, laugh and love.

EDITORIAL NOTE: Mr. Higgins is the barrister and solicitor member of the Rotary Club of Victoria, B. C., of which club he is the honorary president. He was vice-president for the Western Division of Canada of the International Association of Rotary Clubs in 1914-1915, and is the present chairman of the International Committee on Publicity and Information.

**RUSSELL F. GREINER:** Rotary teaches us the value of personal conduct, scientized friendship and skilled service.

**GLENN C. MEAD:** A Rotary club is an organization of business men that seeks to accomplish economic objects in an altruistic spirit; that seeks to influence the conduct of business along the lines of religious teaching and social justice.

**PAUL P. HARRIS:** Rotary has demonstrated its ability to contribute towards the world's supply of happiness by elevating business to a companionable standard. Rotary philosophy will always be progressive.

### Friction Is Eliminated

By the elimination of friction Rotary, operating like a well balanced wheel, makes it possible for men to live up to those ideals and it is interesting to consider the extent of Rotary's influence upon the individual, the community and the world in general.

The natural tendency of ambitious men is to render efficient service. Rotarian Charles H. Mackintosh once succinctly remarked: "*We (Rotarians) know; because we have proved it, that the way of service is the way to happiness, and that the gateway to service is fellowship.*"

It is elemental that a business man can learn much from other men who are engaged in various businesses. Every member is encouraged to talk about his particular business and as his competitor in business is not present he is not restrained in telling others about matters that will help them in their businesses. The result is that a man by thus transmitting and absorbing knowledge improves the quality of his service in his particular line, and it soon becomes apparent to him that the Rotary motto, *He Profits Most Who Serves Best*, is fundamentally sound.

Every Rotarian knows that by reason of this non-competitive feature of the club men get very close together, become fast friends and are lead to believe that the brotherhood of man is not such an abstract theory after all.

### Rotary Is Intelligent Unselfishness

Rotary is really intelligent unselfishness. Selfishness is the gratification of one's desires at the expense of another. It is made apparent to Rotarians that in order to attain happiness one must create happiness, to secure friends one must bestow friendship and to receive benefits one must offer something that will entitle him to beneficial recognition.

The more one concentrates on giving intelligently and not on receiving, the more one increases his power to render efficient service, which improves and increases the quality and quantum of one's reward.

In creating and fostering that spirit of unselfish ambition among the individual members which is made possible by the elimination of conflicting trade interests, a broad spirit of service has been created in a collective sense that extends beyond the confines of the club and penetrates the business and social fabric of communities.

As Rotary is an active agent that contributes largely to a man's success in business it naturally follows that a Rotarian will impress other business men of the same calling with the value derived from giving the kind of service as he gives and which has the effect of raising the tone of business as a whole.

Rotarians belong to various public and semi-public bodies in a city and they succeed in injecting the Rotary spirit into these organizations.

### Virile Force in a City

It can readily be seen why a Rotary club is a virile force in a city. It tends to raise the whole civic tone, it makes for a better quality of citizenship and expressive civic loyalty. It tends to draw the dwellers in a city closer together into a harmonious, optimistic whole.

In nearly every city of importance throughout the greater portion of the English speaking world Rotarians are meeting at least once a week and discussing and formulating means (which create action) for the projecting into business of greater efficiency and morality; for purifying politics; for bettering methods for taking care of the poor and sick; and the general improvement of existing conditions.

As this goes on week in and week out throughout the year it is obvious that a cumulative power now exists in the world that is forming and cementing a higher form of civic and national conscience.

Rotary is not only a local application. It is national and international, all clubs being embraced in the International Association of Rotary Clubs which is formed by representatives from different parts of the world.

Rotarians do not strive to change the natural order of things; they have no revo-



lutionary ideas; they submit that commercialism is and will be the dominant factor in men's relations with one another and that it controls governmental policies and influences the conduct of war and the maintenance of peace; that any measure of reform which is directed to remove from man this commercialistic spirit, whether it be in the form of legislative enactments or by means of educational campaigns, is bound to fail for commercialism has grown and will continue to grow with the growth and expansion of the world.

### **Good Influence on Business**

Rotarians are business men; they are part and parcel of commercial life; they concede that reforms which succeed must

invariably come from within and not from without. They are disseminating the Rotary spirit throughout the business world with a view to purifying commercialism and improving its moral tone. That spirit is slowly but surely pressing greed, sordidness and selfishness out of commercial life for Rotarians are demonstrating in a practical way to business men that it is these vices which to a large extent cause wars, panics, financial and business depression and wholesale misery and poverty.

By means of that composite and potent force the broad-gauge-aim of Rotarians is to raise the whole commercial world to a higher standard, knowing that as commercialism rises to a higher plane the rest of the world will rise with it.

## **Rotarians Join in Toast to San Francisco Exposition**

*"The Common Enterprise of Progress and Humanity"*

The response of Rotarians was spontaneous and enthusiastic to the request to join in a toast to the Panama-Pacific International Exposition on the closing day, Dec. 4, 1915. Those who responded had a part in a wonderful ceremony. There were almost as many persons at the Exposition that day as the number of inhabitants in San Francisco. President Allen D. Albert of the International Association of Rotary Clubs, wrote as follows to the presidents of all the clubs in the Association asking the participation of their members in the closing ceremonies:

"In its architecture, its exhibits, its congresses, its embodiment of world progress in the peaceful arts, we believe the verdict of the world will be, that the Panama Pacific International Exposition marks the greatest epoch for world betterment.

"A program is now being arranged for the closing day—International Rotary is to have, thru the kind invitation of President C. C. Moore, a part in this wonderful program.

"The most striking part of this ceremony will be the following International toast, written by Woodrow Wilson, President of the United States, typifying the world peace, world service and world patriotism for which the Exposition has stood sponsor during the past year of war and turmoil:

White House, Washington, D. C.

November 23rd, 1915.

C. C. Moore, President Panama-Pacific  
International Exposition,  
San Francisco, California.

The Panama-Pacific International Exposition which in the conception and successful accomplishment gave striking evidence of the practical genius and artistic taste of America, which in its interesting and unusual exhibits afforded impressive illustration of the development of the arts of Peace; and which in its motive and object was eloquent of the new spirit which is to unite East and West and make all the world partners in the common enterprise of progress and humanity.

Woodrow Wilson.

"The toast will be proposed on the Exposition Grounds at noon on December 4th, San Francisco time—and it is earnestly hoped that all people and all nations will join with the Exposition in a toast for a higher type of Internationalism.

"May we not hope that you and your club will join in giving this toast on that memorable day? Your participation in this great program and your response to such a beautiful sentiment, will go down in history, thruout the world, and will reflect great credit upon our wonderful organization which stands internationally for universal peace and world betterment.

ALLEN D. ALBERT."

# Hunting Big Game *in the* Cassiar District

By Charles H. French



THE northern part of British Columbia—the Cassiar district—is a paradise for big game hunters. Every year from ten to twenty modern Nimrods, each with from \$1,000 to \$2,000 to spend on a hunt, go to this district. In nearly every case they come back with grizzly bear, moose, caribou, goat, all that the law allows them to kill. They have great sport and experiences which are worth far more to them than the cost of the trip.

British Columbia possesses perhaps the best and most extensive hunting grounds for big game on the North American continent. Large areas of the province are mountainous and practically uninhabited and the wild animals in some sections are as numerous as they were fifty years ago. This is particularly true of the Cassiar district in the north, embracing about 6,000 square miles of territory.

The writer has travelled through the length and breadth of this country by canoe, on the hurricane deck of a cayuse and on his own feet in the interests of his principals and having some sporting instinct has been able to extract a good deal of pleasure out of his many official peregrinations. In the autumn of 1906 I had a memorable trip to and a hunt in the Cassiar district.

Telegraph Creek, the commercial centre

of Cassiar (if two stores, a telegraph office, a Presbyterian mission and government office and lock-up can be dignified with such a title) is reached by sternwheel steamer or canoe from Wrangell at the mouth of the Stikine River on the Alaskan coast and distant about 160 miles. Steamers cannot proceed beyond Telegraph Creek.

We "pulled out" at 1 p. m. on 31st August, the "outfit" including the writer, two Indians, named respectively Louis and McCabe, and two cayuses, with tents, blankets and provisions.

Louis had accompanied me upon numerous previous occasions, a tall powerful fellow and a splendid canoeman, possessed of only one eye and a very bad temper. He seemed never to be on good terms with the other Indians but he served me faithfully and well and I was sorry to learn of his death in the spring of last year.

McCabe was a stoutly built young Indian of about five feet six inches, had been to a Mission school and could speak English fairly well. At any rate he was quite fluent in the use of unparliamentary language. He and Louis were continually quarrelling but as I was no novice in travelling or boating no great harm was done.

The first camp was made at the crossing

EDITORIAL NOTE: Mr. French, member of the Rotary Club of Victoria, is the district manager of the famous Hudson's Bay Company and an old-timer in British Columbia.

of the Tahltan River, near Louis' home. On the trail one must make an early start so we were off before six o'clock next morning. There are immense lava beds in this vicinity and the banks of the river at this point some four hundred feet high, show eight distinct flows. It was a fine crisp morning and the trail being good it was a pleasure to be tramping on.

Nine miles beyond Tahltan we crossed the Tuya, another tributary of the Stikine. That night we stopped at Mosquito Camp—well named as during June, July and part of August these pests are to be found there in millions. By seven o'clock next morning we were off and shortly afterwards it commenced to rain.

When the clouds descend in Cassiar it means a deluge and sure enough we got it bad. Still it was all in the day's work and we trudged uncomplainingly along the muddy road. By noon it cleared up and a big fire was made to dry our wet garments. That night we camped nineteen miles from Dease Lake and reached the shore of this beautiful sheet of water the following day at three p. m.

Next morning the pack animals were loaded up and we struck the trail running easterly towards the head of the Tanzella River. There was a great deal of fallen timber and the going was difficult. When passing under a branch, the mule's pack caught and for a moment it seemed as if we should be minus a mule and cooking utensils. The beast was however extricated and we proceeded on our way.

The mountains were in view and distant only about thirty miles. By six o'clock we reached a good camping place, pack was "broke" and supper eaten. We were now in the foothills and there was a good deal of snow on the ground.

Our live stock had never been in this part of the country before and had to be carefully watched to prevent them from going back to the lake. The horses were all right but the mule was like all other mules—cussed. McCabe was packer and the animals were taken to a good feeding place about a mile ahead. At midnight I awoke and heard the bell tinkling, knew the "transport" was moving and called to McCabe, who quickly got up and went in pursuit but the mule had got a good start and the horses followed.

Louis and I got up at 4 a. m. and made breakfast but there was some little anxiety

as McCabe had not returned. He showed up at five, much to my delight. The mule had not been caught until near the Dease Lake camp so the poor fellow had been afoot all night. Rest assured that mule received his dues in expletives, and that not from McCabe alone.

After partaking of a good warm breakfast we journeyed on. Several mountain streams had to be crossed and where it was deep I took off my boots and stockings and waded the icy waters, though the Indians walked through "all standing." At noon we arrived at the base of a mountain where it was decided to make a permanent camp.

The aneroid showed we were 4,200 feet above sea level. A stream ran close by but the timber was very small and scarcely afforded any shelter from the icy wind. Stretching away to the eastward was a long narrow valley flanked by high snow-clad mountains. It was pretty certain that caribou would be found in this vicinity.

Leaving Louis to get supper ready, McCabe and I climbed a small mountain, above the snow line, but though tracks, some of them quite new, were numerous, no caribou appeared. A farther search for three hours proved fruitless and we returned to camp hoping for better luck on the morrow.

The morning broke very cold with snow falling at intervals. We started up the valley and tramped for six miles but no game was seen. It was getting near noon and I was somewhat tired and hungry. Then on an eminence about half a mile away I descried the first caribou and immediately afterwards others came into view. Hunger for the time fled and I was intent only on securing a trophy.

At this height there is little or no cover—only such as a ravine or the formation of the ground may afford. The wind was blowing towards us and by crawling on all fours I approached the quarry, finally reaching a point about 175 yards away from the nearest buck, who seemed to possess a goodly head.

It was now or never, so drawing a bead on his majesty I pulled the trigger. The bullet went clear through his withers though he didn't drop at once. I ran up and dispatched him. The remainder of the herd, about thirty-five, were soon out of sight down the valley.

McCabe came up with an expression of great satisfaction, for here was an un-





*A fine specimen of grizzly bear killed in Cassiar District, B. C.*

limited supply of fresh meat. You may never have seen a hungry Indian attack fresh meat. It's a feat in gastronomy a white man cannot equal. Piece after piece vanishes and there always seems to be room for more.

The animal was quickly flayed and the skin of the neck cut off close to the shoulder. After making a cup of tea we retraced our steps to the camp, the Indian taking the head and a quantity of meat. There was joy that night at supper though I could not partake of the newly killed caribou.

Next morning we again set forth, taking Louis and one of the horses so as to pack in any additional game and meat. We had not proceeded more than four miles when a small herd was seen high up the mountain in the snow. By dint of crawling and climbing I got within 100 yards of them and fired, wounding a fine young bull. He started to travel but a second shot brought him down. This was better luck than I anticipated.

We went on two miles farther but no more game was seen that day. The two

heads were good but I wanted more, and if possible, better ones. My time was limited and I could only take another day. Next morning McCabe and I were off bright and early—taking one of the horses with us. He was left hobbled near the place where the first caribou was got and we walked two miles farther, then turned up a valley to the right.

All directions were carefully scanned but after three miles tramping, nothing was seen. Was I to be disappointed after all? McCabe's keen eyes soon located two or three caribou feeding up the mountain on our right—about a mile away. There being no timber and little brush their dark sides stood out clearly against the snow.

It was a long fatiguing climb and crawl but it was my last chance and I had to get there. Fully an hour passed before I got within range and the caribou had, as is their custom, lain down at noon. Peering through the brush at a distance of 150 yards I could see a pair of magnificent antlers and I wanted them badly. Nearer I couldn't get without frightening the animals.



McCabe, a good hunter, took in the situation and knew what to do. Bidding me be ready he whistled and the buck rose up quietly. My first thought was "what a beauty" and taking aim I fired. Alas, he didn't fall or even seem hurt. A second bull and three cows rose and all went swiftly away. I fired at bull number two but he kept going and a second shot seemed only to increase his speed. In desperation I fired again at number one who was about out of sight, yet nothing dropped.

McCabe was very excited and poured out a volley of oaths which would have done credit to a Thames bargeman. Such a chance missed—and yet he had seen me do some fair shooting both at practice and at game. If I did not echo McCabe's words, I felt—well, mean and mad. There was a ravine ahead through which the caribou must go and I ran about one hundred yards when I saw bull number two on the opposite side. He was going slowly and turning round he gave me the chance I wanted.

A quick but careful aim, a pull on the trigger and the bullet reached him. He swung round and collapsed. McCabe gave a shout of approval and my spirits rose at once. I ran down the ravine, little thinking what a surprise was in store for me. Judge of my joy when I found number one lying dead at the bottom. Better still, all the five bullets had gone home.

I was restored in McCabe's estimation. These Indians take great interest in their "hunt man" as they acquire merit from his success or demerit from his failure.

Not wishing to damage the head or neck I had aimed a little too far back. One bullet had gone clean through bull number one reducing his liver and other internals to pulp. The other had caught him farther astern but not in a vital part. It was incredible that he could have travelled so far with his interior in such a condition. Bull number two, though he had three bullets in his body, was still alive but was quickly put out of agony.

I could now examine my trophies. Number one was a remarkably fine head with forty-six points, the animal being fully grown and in prime condition, almost snow white up to the shoulder. Number two's horns were equally as large, but of a different shape. The caribou in Cassiar are of the woodland species and are much larger than those in Newfoundland or Labrador. Each of these two weighed over six hundred pounds.

We had tea and bannock and McCabe went back for the horse, returning in an hour and a half. The heads were duly skinned and taking a hind quarter we went back to camp where we arrived very tired and very hungry. Fortunately, Louis had a good big rib roast of the first caribou ready and we "feasted full and high."

It was snowing heavily when we awoke next morning and it was necessary to hurry out as the season was late and it is awkward to get caught then in the mountains.

Two years previously I had gone on a hunting trip about fifty miles farther south. A snowstorm came on and raged for three days. When it ceased we were in bad plight. Our horse

was starving and we were a long distance from the trail, with no snowshoes. The snow being soft we sank to our knees at every step and made only two miles in three hours. Coming down the mountain the horse collapsed and died. The Indians packed the blankets and some grub and we walked seventy miles to Telegraph Creek, arriving there with only a tin of milk and half a tin of jam.

It will therefore be understood that I didn't want to repeat this experience and lose my trophies. Well, we packed up and left camp at noon and next evening reached Dease Lake. The trail was in very bad shape, the snow had melted and there was lots of mud, yet the trip was a success and we had plenty to eat.

Three days later we were back at Telegraph Creek and I received the congratula-



*Caribou horns in the velvet*

tions of my friends. I took a hind quarter of caribou to Victoria, where it arrived on 20th October in prime condition. The heads were in due time mounted by a skillful taxidermist and while both of those secured the last day are magnificent specimens,

the one having the forty-six points is regarded by hunting men as a record trophy.

The four heads were a substantial addition to what had previously been a respectable collection.

## What A Seattle Rotarian Nimrod Brought Home

By W. A. GRAHAM, *Secretary Seattle Rotary Club*

M. M. SULLENGER, commonly known to his Seattle fellow Rotarians as "Sully," recently made a hunting trip into the Olympic Mountains and brought back this bunch of deer. Only five show in the photograph, but Sully had six when he came home with his "bag." He never said that he killed all six himself. There were four others in the party and it is supposed that each one "got" his deer.

The Rotary club feasted on venison at the luncheon following Sully's return. He wired from Port Angeles "All ready for the big dinner" and the chef at the Washington Annex was notified to get ready to serve juicy venison for some 200 hungry men.

The wild meat surely had its effect on the guests. After the luncheon they tried to see who could make creditable the most incredible tale. Some whoppers were told by Bushnell, Finn, McCord, Skeel and others, but the proverbial cap was placed on the climax by Sully. This was Sullenger's unimpeachable narrative:

"When one spends ten days in the heart of the Olympics something always happens that is out of the ordinary city life. I think this incident was so wonderful that I am going before our notary, Mr. Skeel, and put it on record. It was like this:

"I was twenty-five miles back from anywhere in the Olympics. I had been hunting all day and toward nightfall came upon a little log cabin situated on a beautiful stream. In front of the cabin was a big hole of water, which was full of fish. An old man came out and we commenced a conversation. He told me that thirty-two years ago he left Seattle on account of the bright lights and had never returned. His hair and beard were white. I asked him how he kept his hair cut so even around the edge. In answer, he placed a stew-pan over his head and remarked that he cut around the edge of this. That was plausible.

"While we were sitting there two large blue grouse hopped on the limb of the tree near the stream. I said, 'My, they would be fine for supper. I'll get my rifle and try and shoot them.' The old man cried,



'No, no, my son, don't waste a shell on those little birds. That bullet might get me a bear or cougar this winter. If you want them I'll show you how to get 'em.' He took off the wall a bow and arrow of his own make, wrapped very strongly in buckskin. The arrow had some feathers on one end and on the other end was a triangular piece of steel, as sharp as a razor. The old man pulled up, and split the limb upon which the birds were sitting. Their feet caught in the crack and they hung there. This is plausible.

"Now the funny part of the affair is about the arrow, and you could not believe it unless you saw it with your own eyes. It passed thru the hole of water and came up on the gravel on the other side. I noticed it seemed to move. I says to myself, 'Is that arrow alive?' I ran over and picked it up—and there was a string of fish on it, from one end to the other! So we had grouse for supper and fish for breakfast."

He never lost his grave and earnest appearance but at this point the others howled him down.



## Neighborhood Centers

### Where They Have Been Built

By  
**WILHELM BERNHARD**  
Chicago



**I**N previous articles in this series was discussed the Neighborhood Center idea, what it represents and where and why such centers are needed in American life.

We will now see where such centers have been built up and how they have been developed. Those instances are not numerous but where neighborhood centers have been organized they have demonstrated their great benefit. Some of this work has been done on a philanthropic basis but most of it has been handled on a strict business basis thru private initiative and with private capital.

Real estate men have done some of it and construction work often has been the result of their enterprises. In some cases, however, the real estate man has come in for censure for the manner in which his work has been done. It is pleasant to come across instances of continued forethought and provision in real estate developments. Many cases have demonstrated that utility in planning and preservation of beauty, when worked harmoniously, have increased the land value thru improving the whole standard of development in the neighborhood.

Surely everybody remembers some beautiful piece of nature's handiwork unmercifully destroyed to accommodate an ugly structure. Whole tracts of woodland have been laid bare for monotonous gridiron subdivisions and it would indeed seem in many

instances as tho the developer's aim had been to prove how much better he could do things than could nature.

However, gradually we have come to realize that town planning, like any other civic advancement, is not only a civic necessity but also a thoroly rational and practical business proposition. Wherever town planning has been properly handled it has developed a healthy and sound community life, has proved to be profitable and has shown in dollars and cents that it has fostered the growth of commercial and industrial prosperity.

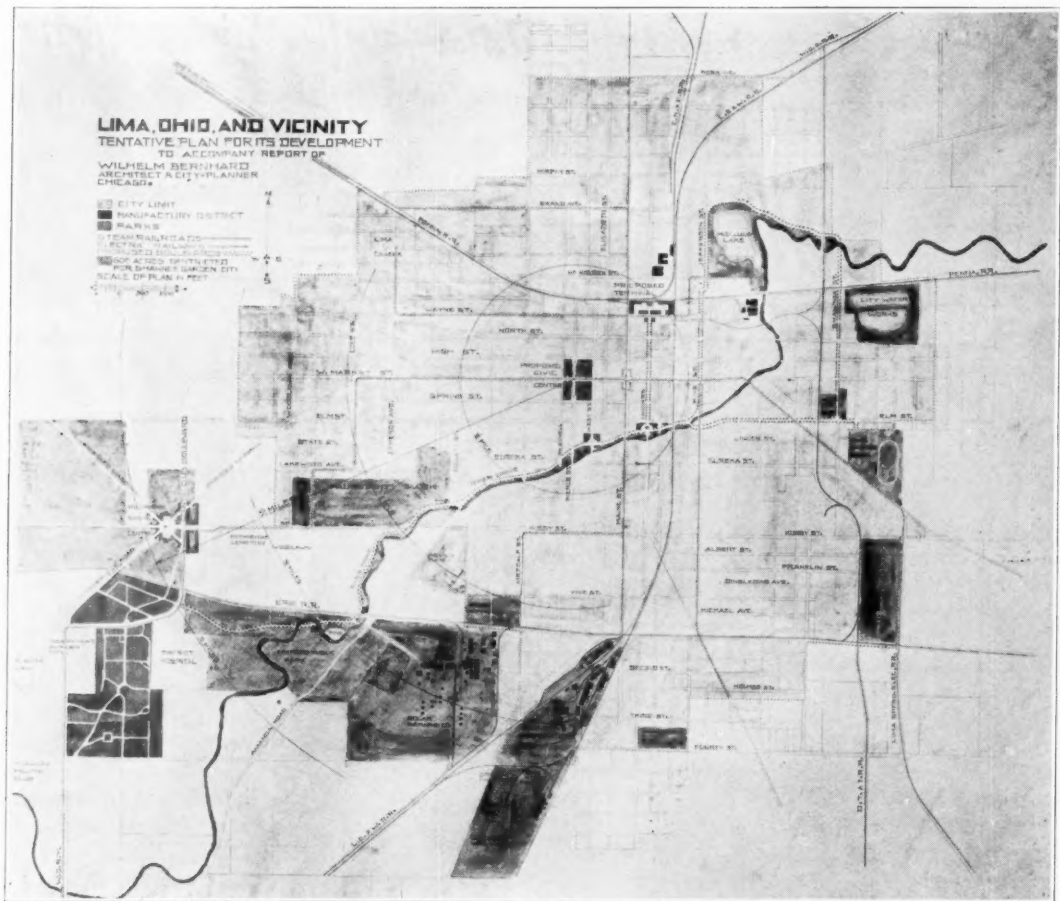
The advantages of such planning have come to be recognized and today seldom is development of im-

portance undertaken without first being brought under one comprehensive plan into which each improvement is introduced as the conditions demand. The results obtained thru this foresight have more than justified the comparatively small expense con-



**Forest Hills Gardens, L. I.** *The interest here lies in the general harmony of design where the entire scheme of development is laid out and executed under an organized system of co-operation by various experts and where profit making is not the only aim.*

**EDITORIAL NOTE:** This is the third of a series of six articles on neighborhood centers written by Rotarian Bernhard, the architect member of the Rotary Club of Chicago, especially for THE ROTARIAN. These articles are based upon deep study and considerable experience.



**General Plan of Lima and Vicinity.** A tentative plan for its development. The dark-shaded portion indicates the location of Shawnee Garden City, with the main boulevards and thoroughfares leading to it, embracing nearly 500 acres of land.

nected with the preparing of necessary plans. There is little gained by leaving the development of towns and cities to chance or to private and sometimes unscrupulous interests.

A great deal has been done towards bettering the requirements as to a reasonable continuity and regularity of streets but still more can be done and must be done towards a good, wholesome, foresighted general planning when subdividing and building up cities and towns.

A practical subdivision with the necessary centers is not always bound to bring immediate financial results, but the destiny and growth of the town you are living in are dependent upon the foresight of the man or men who subdivide the land. The Shawnee Garden City of Lima, Ohio, is a practical example of a modern attitude towards better housing and living conditions.

In a way it is a unique example showing what may be achieved by efficient land planning in advance. It is being developed thru private initiative for the purpose of erecting homes for employees of the different industrial organizations of Lima.

The garden city is located two miles southwest from the heart of the city, in what is known as the Country Club district and at the highest altitude around the city. It embraces nearly five hundred acres of beautiful gently rolling land, with ravines for natural drainage and valleys which provided exceptional natural opportunities for a pleasing and informal development, taking advantage of the resources which nature had to offer, following closely the topography of the land and utilizing every feature to secure the utmost advantage.

The picturesque ravines cutting thru the land at intervals offered attractive loca-



tions in or near them for streets and thoroughfares which are surrounded by the choicest sites for an interesting home architecture. Among the new and distinctive features introduced in this scheme is the neighborhood center which is to be built around the Shawnee square and which will provide space for several stores, a restaurant, accommodations for the social activities of the community, a library and a number of modern apartments.

Another feature to be mentioned is a central garage and dairy constructed along modern lines around a court in one of the ravines. Place for one hundred individual garages is provided for the benefit of the residents, on low renting terms. Liberal space for park improvements has been set aside for future growth.

The aim has been, as should be the case in each modern real estate development, to offer the inhabitants an opportunity to surround their homes with pieces of private ground for the cultivation of vegetables and flowers on a modest scale.

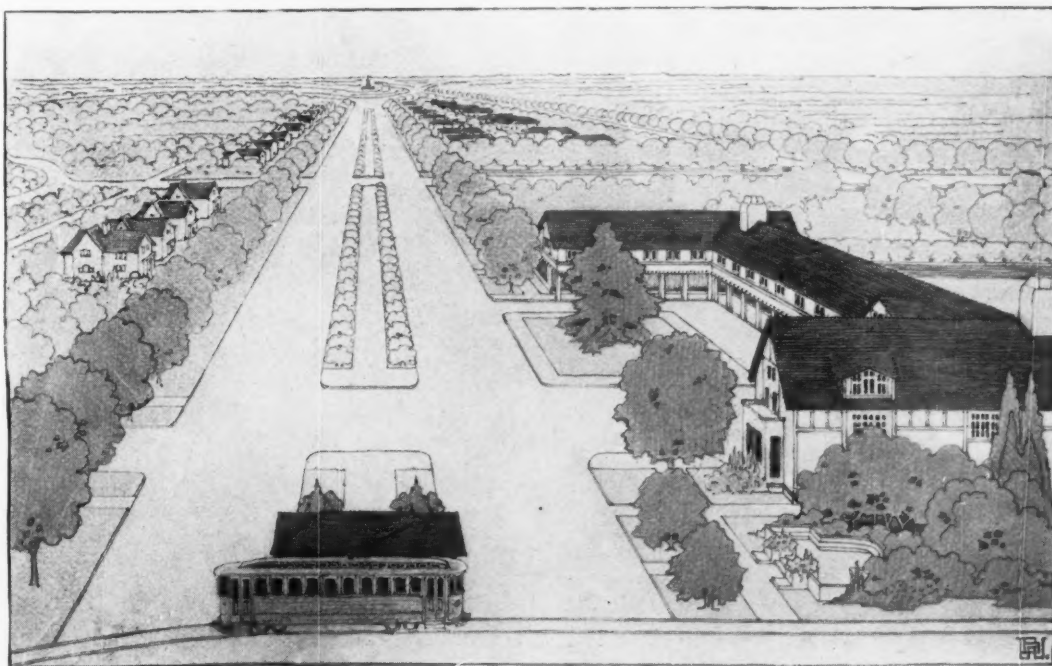
We are beginning to appreciate healthy and beautiful surroundings and are learning that escape from the ceaseless hum of the city is a respite much to be desired.

With the realization of the advantages of such living there comes inevitably a demand for small independent homes, with clean and healthy surroundings. And for the realization and handling of such vital problems each development must be designed upon advanced ideas of engineering construction and architectural skill.

The European countries have taken admirable steps to improve the living conditions of their population, and thru their municipal housing enterprises have built up in the last ten years the most up-to-date cities along entirely new lines.

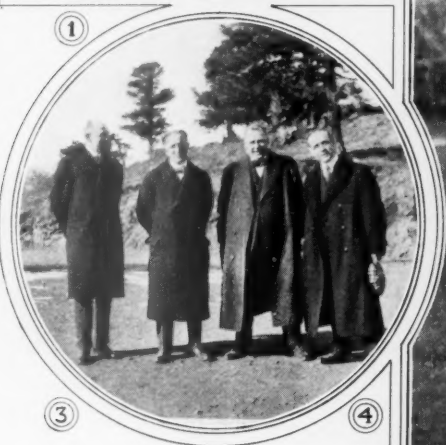
In the United States such attempts have been made in Baltimore at Rowland Park; in Boston at Forest Hills; in Kansas City in the Country Club district; at Forest Hills Gardens on Long Island. Rowland Park has been remarkably developed and shows what beneficial results can be achieved thru co-operative community efforts.

In the next article we will try to show what are the best methods for planning neighborhood centers in connection with the development of the surrounding area. This article will appear in the February issue of **THE ROTARIAN**.



**Shawnee Garden City, Lima, Ohio.** Perspective view, showing the Neighborhood Center at the intersection of the two main boulevards leading to the City of Lima. It contains space for several stores to supply every normal want, a restaurant, accommodations for social life of the community, a library and a number of modern apartments.

### Snapshots of President Allen D. Albert, I. A. of R. C., "en tour"



No. 1.—Albert and wife in a "President Wilson-Mrs. Gall pose" on veranda of the hotel at Tacoma. No. 2—Albert and President S. L. Weaver at Los Angeles. No. 3—Albert, Rotarians Waller Spray and Gratton Hancock of Denver and Rotarian Scribner of Pueblo, on Genesee Mountain near Denver. No. 4—Albert and President Muse of Beaumont, President Coles of Houston and Secretary Neal of Beaumont, under the shelling palm at Beaumont.

# The Well-Spring of Rotary

By ALLEN D. ALBERT

NO man who visits many Rotary clubs ever grows quite accustomed to the miracle of a Rotary meeting. We are soon to gather for our Twelfth District conference at Waco. Possibly half of the men there will never have seen the other half. Yet the moment the assembly is called to order, or the doors are closed and the company resolves itself into a Rotary meeting, there will be, radiant and redolent in the air, a realization of friendship, an open-hearted fellowship and true freedom of thought and speech, which in my experience have no parallel anywhere else in life. This happened today to you and to me.

I came fairly well known to some of you in advance. I shall go away, worthily or unworthily, as a matter of just desert, or as a matter of abounding charity, conscious that I carry with me the good wishes and kindly helpfulness of every Rotarian in Houston. Do you wonder, gentlemen, that I speak of it as a miracle?

You are busy men, which is synonymous with saying you are Rotarians. You have your afternoon engagements. It would be un-Rotarian for me to delay you long. Nevertheless, I shall take time to lay before you a series of earnest, considered thoughts on the agencies which have produced Rotary, because it would be altogether unworthy of me to take your time and abandon this opportunity without giving to you out of the store of the best that I have.

Rotary, gentlemen, is the beginning of nothing. It is the cause of nothing. Rotary is essentially a product and form of expression and, we will hope, a form of fruition, of agencies over which it has had no power whatsoever. These are the most amazing agencies in the realm of all sociology. They demark and separate the generation to which you and I belong from all generations of mankind before. A generation, scientifically, is 30 years. All the men in this room, practically, were alive in 1880. None of the ladies, of course (*laugh*). Let us assume then that particular year as the basis of our gauge or measure, and look into the changes which

have wrought their way in your life and mine in 35 years.

## The Changes of a Generation

At the outset, as a foundation for our inquiry, consider for a moment that the population of the United States has doubled in your own lifetime. Thus, in 1880 there were 56,000,000 persons; today, in round numbers, there are 103,000,000 persons. No one of you can quite comprehend the full significance of that simple change in numbers. Yet I speak advisedly and calmly when I say that it is by far the least notable of the several changes I shall attempt to define.

While the number of Americans was doubling the mileage of their railroads was trebling and the number of passengers upon their railroads was trebling and the length of each passenger's journey was trebling.

Can you conceive for a minute the vast social import of that—the deepening and the determining for all time of channels of trade, the establishment of routes of associations, the transportation in unlimited and heretofore unparalleled quantities of supplies of food, clothing, shelter and luxury? Yet even that is comparatively an unimportant change when compared with others.

While the railroads have been trebling, we have been trebling likewise our use of a great invention like the telegraph.

Morse was a Washingtonian, one of those dreadfully impractical men, one who dared to dream a great dream and, in his devotion to beauty, to bear the shame of being a painter of portraits. This missionary of beauty in life attended a lecture. He heard there a statement by a student of physics that the introduction of a current of electricity into a brass plate at one end would be ultimately perceptible at the other end.

Upon that hint he wrought out the modern telegraph, and a very few years, less than 40, before 1880 sent from Baltimore to Washington the first message of news that had ever been artificially transmitted. In

EDITORIAL NOTE: Address delivered by the president of the International Association of Rotary Clubs before the Rotary Club of Houston, October 21, as reported in full by *The Houston Sunday Post* of October 24, 1915. President Albert was introduced by the International Second Vice-President, Robert H. Cornell of Houston.

1880 the telegraph was so accustomed a thing that 30,000,000 messages had been sent. How do 30,000,000 compare with 90,000,000 in 1910?

### Wonders of the Telephone

The telephone, gentlemen, has had no life longer than or beyond your own. It is coincident with you. No statistics are available of the use of the telephone in 1880. Today one system, not the largest, has 9,000,000 subscribers, and it is believed that 70,000,000 of us are within easy daily reach of an instrument.

The transmission of articulate speech by artificial means is surely marvelous enough. Yet it in its turn does not compare with the development of the automobile.

I was a war correspondent in 1898, and thruout all that momentary unpleasantness with Spain I went from headquarters to headquarters, wearing a Richard Harding Davis uniform and putting on airs and doing very little else. Had there been an automobile in use at any of the American stations I think I should have learned of it. Yet I did not hear of one.

Today, only fifteen years, half a generation, later, the automobile has become a military necessity. The first statistics as to the manufacture of horseless vehicles in America are for the year 1899. They give the total value of the automobile output of the United States, including coach work, repairs, separate parts and completed machines, as \$5,746. Last year the corresponding figures exceeded \$500,000,000. January 1 last there were 2,000,000 cars under license in the United States and the number has been increasing since this year by 56,000 cars per month.

Yet even this is not the most notable of the little group of changes which we are now discussing. The most remarkable change in the field of transmitting thought, like all remarkable social changes, manifests itself thru a commonplace. I refer to the development of our postal service. In 1880 there were sold for every man, woman and child in America 16 letter postage stamps. Can not you conceive of the editor of that day enlarging upon that extraordinary total of 870,000,000 of letter postage stamps sold? Yet in 1912, so far had the arms of rural free delivery reached out, carrying the daily newspapers to more than three-quarters of all the farmers of America, so accustomed had we become to the free use of our mails,

that there were sold, not 16 but 116 letter postage stamps for every man, woman and child in the United States.

### Common Effect of Changes

You must have sensed that each of these developments is socially related to the others. They have a common effect. They are contributions to a common cause. That cause is quite beyond the mental grasp of any man or woman now alive. It can perhaps best be defined in the phrase that your generation has been widening far the circle of your personal human contact. You are today, you men of South Texas, every one of you, in touch literally with a thousandfold more of your own fellows than would have been possible to your grandparents.

While the circle of your human contact has been extending, another change quite as large has been making itself felt. We have been upbuilding in America a new and high general average of intelligence.

Whenever I discuss this in a lecture at a university, I am challenged almost instantly by the suggestion that Greece in the age of Pericles, or Rome under Vespasian or Titus or Domitian, or the great Italian cities of the middle centuries, presented higher averages of intelligence than can be found in America today. The mistake is almost tragic. Of all the persons in Greece in the day of Pericles, probably nine of every ten were slaves. Of all those in Rome in the day of her most majestic and far-reaching dominion probably three out of every four were slaves.

You are sure to discover it, whether I say it now or not, but I have two little boys, and they play a large part in all my calculations. Lately they have been thrilled with stories of Beowulf, Roland, Oliver, Arthur, Lancelot and Galahad, and while their little hearts are still aflame with zeal to imitate the great paladins of knighthood, I make sure to gather them to me and explain as best I can that had they lived in the day of Arthur, the day of the Viking, the day of the robber baron, the chances are overwhelming they must have been peasant retainers in the trains of knights, rather than knights themselves.

When we refer to a new and general average of intelligence in America, gentlemen, for the first time in the history of the children of God we include the humblest among us.



This new and general average of intelligence is a reward put upon one of the most distinctive and characteristic of American institutions—our system of public education.

#### Unfair Criticisms of Schools

Nothing should be more puzzling in the average American than his disposition to criticise adversely the very schools to which he sends his own children. I have been at a loss to account for that, until it appeals to me that probably he is so sensitive to criticism that he desires to beat every one else to it. (*Laughter.*) In any event, I have heard, and you have heard—oh, I will go further—men at this table have committed the indiscretion of criticising the public schools of their city, who could not, were their very lives dependent upon it, draft the simplest form of curriculum for a high school.

Our public schools are far from perfect. They are human, and nothing human can be perfect. They need improving. They will obtain it. But they will not obtain it, gentlemen, from the shallow and superficial criticism of men who know nothing whatever of the problem. Ah, no! They are to obtain it, when it comes, as the fruit of sacrifice, made and given freely by women and men devoting their lives to the education of our children. (*Applause.*)

This system of education has raised the average intelligence demonstrably high. Thus, of our 56,000,000 people in 1880, 6,250,000 above the age of ten years were unable to read and write. If that does not strike depression into you, nothing can. More than twelve per cent, roughly, of all the persons in the United States above the age of ten years in 1880, when we were lads, could not even read and write. To be sure, there were half a million Indians and 6,000,000 negroes contributed an unwonted quota. But the total remains: there were 6,250,000, more than ten years of age, who could not read and write. A like ratio would give your America and mine a total of about 12,500,000. Yet today, gentlemen, there are not 12,500,000 nor are there 10,000,000, nor are there 8,000,000, nor are there even 6,250,000. Tho our population has doubled, the number of illiterates among us has actually fallen from 6,250,000 to 5,500,000. (*Applause.*)

#### Literacy of Immigrant's Children

Most striking evidence of all is this: That the lowest average of illiteracy that

has fallen under my notice is that of children of immigrants to America of the first generation, among whom it is less than one per cent. Those who are willing to learn in America can learn, and at the public charge.

By chance or design, as God's undeserved blessing or the reward for our own attention, we Americans have hit upon a wonderfully nice adjustment between soundness of bodily development in our children, soundness of mental growth in our children, and soundness, most important of all, of spiritual life in our children. (*Applause.*)

These two changes, the widening of the circle of your life and the upbuilding of a new average of intelligence, together with new methods of organization in business, with advertising, with the development of transportation, have produced a third change, a change which warrants me, I think, in keeping you a little time to specify it.

#### Living Conditions More Uniform

Within your own lifetime conditions of living have been made more nearly uniform than ever before among mankind. Do you wonder what I can mean? Isn't this the day of the Astors and the Rothschilds and the Rockefellers and the Barings? Isn't this the day of squalor and slum degradation? Can one be serious when he refers to an approximate uniformity of living conditions? He can be, and he is.

Socialism is to be despised, gentlemen, not because it is a conscious effort, but because it is an unconscious cheat of those who follow it. Socialism is founded upon the interesting doctrine of increasing misery among men. The theory is that when the gulf between the very rich and the very poor shall have been spread gaping wide enough, there will be ultimate and complete revolution, overthrow of modern civilization and a new order established upon its ruins. Shucks! Fiddlesticks!

I think of an illustration, as I did the other day in another city, which will demonstrate that the doctrine of increasing misery is highly entertaining but untrue. A little French prig, the Duc de Saint Simon, basked in the sunshine of the great Louis in the court at Fontainebleau and Paris. He left behind a record, almost hideously indecent in the detail with which he set forth the scandal, the environment, the thought of the most opulent court of Europe.

Among other incidents which he describes with great care is the birth of an heir to the household of the Louis. Conceive of this picture, if you can. This is the coming into the world of a new king in the most magnificent court of the world, under circumstances attaching to the life of the child conditions of importance it would be hard to overestimate. After a little while one of the ladies-in-waiting goes to the bedside of the young mother, picks up the babe and carries it tenderly on a great pillow to a fireplace, there to turn it around and around, this little mite of life, that its body may be kept warm.

### Luxuries for Poor

**No workman in America that has running water and a stove in his house but possesses luxury beyond the dream of Louis le Grand.**

Have you considered that if the rich do not read the newspapers of the poor they do without? Do you realize that the children of the rich talk with the same fine superficiality of the modern novel as the children of the poor? Have you ever considered that if the rich do not hear the music of the poor they do without the music that is finest and noblest and best?

There are at this board men who preach eloquently upon the suggestions involved in that interesting text of the New Testament as to the passing of a camel thru the hole in the wall known as the eye of a needle. Miracle it may be, but how does it compare with the unspeakable and undefinable miracle which passes the rich and helpful symphonies of a Beethoven thru the point of a needle in the homes of the poor!

We are reading the same books. We are wearing the same clothes. You men know what happens when you go to the tailor's. He says: "Mr. Albert, the custom is to have a little belt sewn into the back of your coat," and you say, very weakly: "All right, hop to it." The suit is finished and taken home, and every man present will know the tone Mrs. Albert employs when she says: "Oh, rather nice." (*Laughter.*) Next day I wear it on Main street, and have momentarily the satisfaction of setting the fashions. About two weeks later when I pass the windows of a certain store in Minneapolis I see a coat precisely like mine, bearing a placard: "Take me away for \$17.50." (*Laughter.*)

### The Story of a Gown

This is true of the women, too, and in a certain presence I might properly be a little cautious before I refer to women's fashions, but I think they will indulge me in this. In June of 1913 there was exhibited in the Rue de la Pays, the street of the dressmaker and the milliner in Paris, the model for a new dinner gown. Even to a man's eyes it had three notable characteristics. It was obviously expensive. (*Laughter.*) It was strikingly beautiful. It was shamefully immodest. (*Laughter.*) So I knew it would be a great success. (*Laughter and applause.*)

From the Rue de la Pays in France this gown reached Fifth Avenue in New York early in July. There drawings were made of it for publication in August in the American magazines of fashion bearing the date of September. In the course of the month of August this same model was exhibited in Michigan Avenue, Chicago, and at a dinner party in Minneapolis late in August I saw one of the loveliest women of our city wearing a gown of precisely that model. I think that significant. June, July and August, from the Rue de la Pays in Paris to Pillsbury Avenue in Minneapolis!

But the plot thickens. Early in September I went to address an assembly of editors in North Dakota, and there I came upon this identical gown, offered for sale in the windows of the leading store of Devils Lake. In four months this gown had found its way to the salon of fashion in North Dakota, U. S. A. And if this seems extravagant, reflect that its social significance is unhappily realized in the disappearance, the world over, of native costumes.

### The Power of the "Movies"

Yet the most moving and momentous and thought-compelling proof of uniformity of living conditions in America is still to be named. Never before in the history of the world has any agency compelled the patronage in Houston every seven days of a number equal to the entire population of Houston; in Texas of a number equal to the entire population of Texas; in America of a number exceeding 110,000,000.

No religious movement ever called forth sustained support from a number equal to the whole population of any country; no political movement, no social movement, no recreation.

It has remained for a cheap device, a moving picture machine, to assemble as

thus paying tribute a number equal to the whole population of one of the powers of the world every seven days. Rich as it is with possibilities for good, menacing as it is with possibilities for bad, compelling as it is in its question: "What are you doing to control it in Houston?" the fact yet remains that it is establishing an approximate uniformity of experience in the lives of people beyond any other agency in their lives.

We have traced now three great social changes. These changes have worked their way with a rapidity unknown before the day of quick transmission of thought. Is it remarkable that, united, they should have produced a fourth? And what is the fourth? The fourth is the most thrilling and hopeful and majestic change that has ever been privileged to the life of a single generation.

### The Understanding of Brotherhood

As we touch each other more and more, as our comprehension of mind grows higher and higher, as more and more we share the daily experiences of our lives with our fellows, surely it is not surprising we should come more and more to understand that they and we are brothers.

Men have many names for this change. The sociologist calls it "conscience like-mindedness." A certain group of economist and social workers call it "group consciousness." A certain company of extremely shallow philosophers term it the brotherhood of man, as tho there could be on earth any brotherhood without much of the divine in it. But whatever you call it, you and I are thinking alike of the new realization that has come into the world; that all the children of God are in verity sisters and brothers.

Some of you doubt it. It sounds perhaps for the moment like the finely spun theory of a student. But I think I can prove it with one story, wholly personal to me, and probably equally personal to every man in this room.

### "My Neighbor's Boy"

One of my two boys ran in from his play, and, with all due allowance for my father's prejudice, I saw in him a square-shouldered, upstanding little boy of thirteen, upright on his two heels, and a yearning went out from me towards him which every one here will understand. I put my arm about him

and drew him up and patted him on the shoulder.

"Where have you been, Doodles?"

"Playing football."

"Did you have a good time?"

"Yes, sir; I had a fine time, but, daddy, I ran back and I have got to get over it."

"Well, surely you can get over it, for you know what the fault is. Take a grip on yourself and correct it."

"Yes, sir."

"Who played with you, Doodles?"

"Oh, the boys from school and Dave."

"Who is Dave?"

"Oh, Dave is the new boy."

"Well, is he a good football player, Doodles?"

"No; he is a damned beany football player."

"What!"

"Oughten't I to have said it?"

"No, Doodles. But that is not the problem. Where did you hear that?"

"From Dave."

"Who is Dave?"

"Dave, daddy, don't you know Dave? He is the son of the new man you have got in the garage."

Like a lightning flash to the most tender and sensitive spot in my own heart came the consciousness that if I would up-bring my own son into clean and sweet strong manliness I must have regard likewise for Dave, the son of John, the new man in the garage. (*Applause.*)

These are the agencies that have up-built Rotary. Rotary is the flower of these four changes. The development of a new idealism in American life, reflected in business, in an awakening to civic responsibility, in a new understanding of the value of beauty in life, has produced Rotary. Had Rotary not been the manifestation of all these new forces, that manifestation would simply have taken another form.

### The Charge Upon Rotarians

You are privileged for the time being to be in an unusual degree the custodian of a new richness in the life of the people. What will you do with it? Just so long as you are true to the stewardship of opportunity and privilege represented in Rotary, just so long will the usefulness of Rotary con-

tinue to expand. Whenever the day comes, which God forbend, that Rotary neglects or contradicts the wholesome and healthful forces which have produced it, just that moment will Rotary begin to die.

The future of Rotary in Houston, the future of the fellowship it represents, the future of the larger capability to serve which it includes, the future of the consciousness of contributing richness into the lives of others, which is another term for Rotary—all these things, gentlemen, depend upon your fidelity to the appeal of the best self you have. And if I demand that you hear this appeal and answer it, I do so upon the warrant of a greater privilege given into your lives than into the lives of any children of the Almighty since he led the people of Israel out of physical bondage in Egypt.

What have you done, you men of Houston, that God should have lifted you so clear and high above all in the hollow of his hand? What one of you can rise and say: "This is but the just reward for my service"? And what one of you will undertake, save in the most abject humility, to render service meet and competent in return?

The chalice out of which God has poured this blessing is that of your American citizenship. In the name of that citizenship, in behalf of the home, whose spirit you reflect and embody in your own lives, in the cause of that new realization that God has made us all alike His children, I challenge the foremost of you to give of all that he has to give; that the brotherhood of God and man may find a new illustration in him! (*Applause.*)

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### Build Ye a City!

Build ye a city, oh men,  
Build ye a city fair,  
But forget ye not, the soul must live,  
And keep for us, here and there,  
A plot of grass, a towering tree  
Where over our heads, we, skies may see  
And silvery stars on high.

Build ye a city, oh men,  
Build ye a city fair,  
Our bodies needs must live by bread  
But keep for us, here and there,  
The good brown earth—the boundless sky—  
Lest our souls ahungred, grow faint and die  
Mid thy towering city fair.

Build ye a city, oh men,  
Build ye a city fair,  
Build Gothic arch and marble hall,  
But keep for us, here and there,  
A plot of green, a waving tree,  
Where, in times of stress, our souls may see  
The Light, for thy city fair.

—Anonymous



# The Use and the Abuse of Discounts

(Ethics of Business, Series No. 2)

By WALTER C. GOLD

ONE of the most annoying and irritating features in business life is the matter of discounts. It is no exaggeration to state that they have caused much friction between buyer and seller. Many purchasers deduct discounts in remitting for accounts which are overdue and when the recipient of the check protests he indulges in an unwarranted exhortation and often threatens to discontinue business relations if the remittance is not accepted as presented.

Such acts may properly be termed "dead steals" and the man who has the courage to stand up for his rights and refuses to allow such peculations under duress does business a creditable act and helps materially to improve its ethics.

Discount is an abatement allowed for payment before the invoice is due. It is a premium allowed for quick settlement. But the modern view is too liberal and the tendency is to abuse the original conception.

Time was when most business men were content with a discount for cash if payment was made in ten days from date of shipment. Then the custom commenced of allowing the discount if the account was paid on the first of the month following purchases; then the fifth; then the tenth. Now some houses want a discount if they pay by the fifteenth or the twentieth.

An established custom is to pay upon receipt of the monthly statement, less discount. If the account is a constantly "open" one this method saves the issuing of checks and some bookkeeping. But the abuse of this rule lies in the fact that now only the occasional purchaser demands a



Walter C. Gold

discount upon receipt of the monthly statement.

Here is an instance showing how some business houses "work" the creditor for a discount. In late March and early April I shipped goods to a manufacturing plant near Philadelphia. [On May 15th they mailed a check and deducted two per cent.

I returned it and wrote a letter calling their attention to the fact that on the bills rendered and which they had accepted, were the printed words, "Terms 30 days net, 2% for cash in ten days from date of shipment."

They wrote in reply that all the houses with whom they did business allowed them 2 per cent if payment was made by the 15th inst, following the previous month's purchases, and stated further that if I expected to continue to receive orders I must grant the same liberal terms.

The correspondence ended by giving them the special terms to regular and frequent buyers, i. e.: Two per cent if the shipments of one month are paid for upon receipt of statement in the month following (this being about the 10th.)

Frequently the writer has returned checks where the discount was unjustly deducted and a courteous letter addressed the debtor stating why the discount could not be allowed. Almost invariably these letters are returned with the amount of the discount attached in coin or stamps, but without remark.

Such acts are bad business ethics. I refer not only to the deduction of the discount but also to the discourtesy of returning the letter. Good business ethics demand a letter of apology, not silent insult.

**EDITORIAL NOTE** This is the second article by Rotarian Gold in the series "Ethics of Business," the first having appeared in the December, 1915, issue of THE ROTARIAN. Mr. Gold's business classification given in the December issue as "proprietor of a grinding, polishing and plating business," should have been "proprietor of a business furnishing grinding, polishing and plating materials." His classification given on the roster list furnished Headquarters by the Philadelphia Rotary Club was indefinite and this was the cause of the mistake. In his article last month on "Credits and Commercial Agencies," Mr. Gold mentioned one of the two foremost American commercial agencies. Many Rotarians are representatives of the other—The Bradstreet Company—and it is but fair that the name of this concern should also be mentioned as one of the agencies of inestimable value without which modern business could not be transacted.

The matter of discount has caused so much friction that I think it might be better to dispense with the custom of allowing discounts for prompt payments and to make all bills net—thirty, sixty or ninety days as the custom prevails in each line of endeavor. Most of us remember the “three days of grace” allowed on notes. It was decided to discontinue the custom and business soon became reconciled to the abolishment. Just so I believe business would become acclimated to a universal “no cash discount” rule. Many business houses have that rule, but, to make it effective, it needs to become universal.

The writer has frequently lost customers because he insisted upon the discount

being remitted. Our rule is that while we want all the business which can be legitimately obtained, we cannot permit customers to dictate terms to suit themselves. If some customers perceive that they can dictate terms of settlement they will surely endeavor to take advantage in other ways. One must not be arbitrary in business, yet fixed principles must be adhered to in order to attain success.

Rotarians can be of service in the business world by being careful not to take advantage of their creditors in the matter of discounts and not permitting their debtors to deduct discounts to which they are not entitled.

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## “I Looked On Life”

*By Charles Henry Mackintosh*

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I looked on Life, and found it to consist  
Mostly of things we might have had, but misst.  
I looked on Death, and found that it was made  
Of laws we never knew—and disobeyed.

I looked on Youth, and saw them building walls  
Between it and the path where Instinct calls.  
I looked on Manhood, and saw the chain  
That Use and Habit binds about the brain.

I looked on Age, impotent, unresigned,  
With tottering body and enfeebled mind;  
The blind mistakes; the ignorance; the doubt;  
Till Death seems kind in that he blots them out!

O Man, unhappy cause of Nature's strife,  
When will you learn the simple Laws of life?  
When will you rise from kneeling on your sod  
In prayers that hinder you and weary God?

Rise up; rise in your strength and face the sun!  
Know the great joy of worth-while Work well done:  
—Seek, till you find some Task you *love* to do,  
That God may speed and share your work *with* you!

# Elements of Good Salesmanship

## *Two Views by Two Rotarian Salesmen*

### Reclamation in Selling

By BEN D. DIXON

**T**HE bugbear of the salesman is his overhead expense. His unsuccessful calls, his waits for an audience with the customer, his cancellations, etc., must all be charged against the business which he does. The salesman should aim continually at minimizing his overhead. What I have styled Reclamation in Selling can be made to play an important part in keeping down the overhead.

There are several ways of effecting reclamation. Many overlook a psychological opportunity of making a sale at the point of losing an order. The salesman may have been figuring with his customer on a proposition of some magnitude and have advanced his best arguments in favor of his house, and have the customer favorably impressed with the fact that he is capable of rendering him good service and workmanship. But on account of price or for some other reason he is unable to place his order. Now is the opportunity for reclamation. Having the customer nearly at the buying point, it is often an easy matter to sell him some other article, possibly of less importance, but at a good price.

It is likely to be a staple article that the salesman is about to lose. Should it be a lot of lithographed labels or cartons, these need to be advertised. The customer's mind being on this particular line of goods it is an easy matter to get him to consider an advertising proposition that will help him to move his goods and if the salesman can suggest something of real value in the way of a window trim, show card, advertising cutout or booklet, he is very apt to get away with a good order.

#### A Profitable Suggestion

If representing a purely commercial lithographing house and about to lose a

large order of letterheads, a suggestion to the proprietor of the institution that for his own use a private letterhead of much better quality would be very appropriate for his personal letters and what might be termed "Executive Letters," might lead to a smaller but more profitable order. The salesman has expended time and energy in trying to sell the prospective customer and has him well on the road to purchasing goods, and no reasonable person is going to take pleasure in turning him down. If it is within the prospect's power to hand out a consolation prize, particularly when the same will react to his own benefit, he is going to do it.

This "reclamation sale" does not necessarily have to be a large order. In fact, in my own experience I have continually fallen back to one of our less important products which can be used by nearly every concern using lithographed matter, and I find that I have sold considerable of this product and all thru the principle of reclamation.

#### Revising the Specifications

Another phase of selling which might be considered under reclamation is more often employed by the average salesman, namely, the revising of a customer's specifications to supply the goods required to a better advantage than the competitor, and possibly more to the customer's liking. While this is not always possible many a good salesman has "put it over" in this way.

Another phase of reclamation may be employed on special trips to distant points on the mission of landing particular jobs. In the first place many are careless about this distance selling and think that an order for a few hundred dollars warrants traveling a hundred miles or more. In this

EDITORIAL NOTE: Ben D. Dixon of the Schmidt Lithograph Company, member of the Rotary Club of San Francisco, and Rotarian Clyde M. Shrader of the Hall-White Company of Oakland, read two excellent papers on salesmanship at the meeting of the Lithographers Trade Section (of which Dixon was chairman) at the San Francisco convention. While these papers were written for lithographers they contain suggestions of value to many other lines of business and therefore they are published in THE ROTARIAN so that all Rotarians may receive the good that is contained in them.

connection an experience of my own is recalled to my mind which illustrates my point.

A brewery in a city approximately a hundred miles from San Francisco was in the market for a bird's-eye view hanger. It required the better part of two days to make this trip and land the order. The railroad, hotel and sundry expenses amounted to \$30.00, without figuring anything for my own time. The amount of the order was \$500.00 with approximately \$100.00 profit. Now, it is not reasonable to figure more than 25% of the profit for selling cost, and the total selling expense on this order should not have exceeded \$25.00, when as a matter of fact it was more than \$50.00.

Therefore, had I not landed other business on this trip it could be considered a failure.

While the same principles which apply to city selling can also be applied to the special mission selling, at the same time it behooves the salesman who makes the country trip to spot out three or four prospects and land sufficient business to pay his expenses before returning to his own city.

Other examples might be cited, but this is probably sufficient to show that keeping in mind the idea of "Reclamation in Selling" enables the salesman to hold down his overhead expense and consequently there will be less to write off against the good business which he does.

## Sales Meetings

By CLYDE M. SHRADER

**E**XPERIENCE convinces me that salesmen's meetings are fundamentally essential to the permanent up-building of an industry. I believe that a designated hour or two should be devoted each week or twice a month for bringing together salesmen with the sales manager for the purpose of interchanging ideas and relating experiences with the trade, and for the enlightenment of the men as to more nearly correct costs or selling prices of the various operations and material that enter into the manufacture of goods.

The salesmen should have a definite knowledge of how the work is produced and should be instructed as to the intelligent handling of their orders to insure a maximum of results with a minimum of effort in each of the departments thru which the work is to pass.

One meeting could be devoted to the art department. The head of this department could be invited to meet the salesmen and explain any questions which might be asked and call to their attention oversights and errors which may have come under his observation, and which, when thoroly understood by the salesmen, would result in less confusion and a saving of time and expense.

The foreman could select a number of different styles of engravings which could be submitted to the salesmen, and each one be requested to estimate as to the number of hours or expense necessary to produce

same. A careful study of the character of the art work to be produced would naturally enable the salesmen to more correctly arrive at an equitable and correct cost to the manufacturer and the consumer.

The following meeting could be devoted to the transfer room. The foreman without doubt could offer many suggestions that if acted on would facilitate the handling of orders and increase the efficiency of his department.

### Correcting a Wrong Impression

The heads of the various departments could be called to these meetings in turn. I call to mind a certain foreman artist who formed an opinion of a salesman connected with the lithograph company in which they were both employed that resulted in the deliberate disregarding of specific instructions given on a great many of the salesman's tickets dating over a period of a year. The stubbornness and foolishness of the artist cost the house a great many dollars during this period. It was at one of the salesmen's meetings that the matter was brought to a head and the artist was shown conclusively that he had formed an erroneous opinion of the salesman's object in giving these instructions as specifically as he had done. Had it not been for the salesmen's meeting this condition might have prevailed indefinitely.

Other topics which should be of interest would be the study of manufacture of the



various kinds of paper, inks, etc., used. No difficulty should be experienced in having the head of some leading paper house and ink company appear before the class and explain the technical and interesting points concerning the making of these materials. The subjects should prove to be extremely interesting as well as instructive.

It is of extreme importance that salesman be optimistic and enthusiastic at all times. In this connection a considerable amount of amusement and instruction can be gained by staging a number of sales demonstrations. For instance, two salesmen would be selected to take charge of a meeting, one to act as cashier and buyer for a bank, the other to call on him as a lithograph salesman with a view to selling him a bill of goods. The buyer should endeavor to plan the demonstration so as to bring out the fine points of the sale.

It is not necessary, however, that the salesman be permitted to effect the sale. It is interesting to note the final manner and action of the salesman when unsuccessful. When the salesman first calls, he could be informed by the buyer that he should return several hours later and upon his second appearance be refused an audience.

The next demonstration could take place, as it were, in some large mercantile house or manufacturing concern, and so on until the entire sales force has been permitted to participate. The salesmen not taking part would take notes of the weak and strong points of the sale, and in turn give their views after the sale is concluded. There should be no hesitancy in stating frankly the opinions formed.

A test as to a salesman's ability to come back quickly and with good grace would be to have the buyer, just as he had apparently concluded to favorably consider his proposition, suddenly ask, for instance, the name of the president of the concern and to very abruptly advise the salesman that he would not consider for a minute placing the order with a company of which this particular party was the head, on account of certain libelous statements which had been made about the buyer. Many a good salesman would be stumped.

Meetings could be devoted to honesty in business, sobriety, character, punctuality, service and many other subjects too numerous to mention. A salesman could be selected to prepare a paper to be read and discussed at each meeting.

## Truth in Salesmanship—A Tribute

**T**HE branches of a single sales truth, become taproots of a forest of sales patronage.

Truth in salesmanship is like the banyan tree, that sends its branches down into the soil, to become parent roots of other trees, until in time a mighty grove may be traced to the single trunk.

Falsehood is a weed—and it chokes valuable vegetation; and like all weeds, it is pulled out and cast aside by the gardeners of business.

"Half-way honest" salesmanship is like a wheat field, with a harvest each Fall, but requiring new plowing, planting and cultivation the next year. It is sales force wasted, because it endures only from season to season. The cumulative force and helpfulness of a confidence active and widening and deepening are absent.

But the banyan tree, truth, keeps on growing, retaining its old growth, and adding to its each out-shoot a sturdy arm of the parent trunk.

The first year's sales growth of truth may seem small and unimportant, and not at all

like the wheat field that has sprung up in a few weeks; but ages after the wheat field has been plowed under for pasture, the banyan tree is growing and spreading.

Truth is scientific progress, with a solid heart, and sturdy limbs, with the artlessness of a child and the wisdom of the ages. It is durable, and in salesmanship, it is better than all the temporary profits of falsehood or rash promises, because those profits will vanish in future efforts to build anew.

The salesman who adheres to truth always finds his old trade waiting, and new trade being added. He has the fruit of the growth of years before, as well as this year's added yield.

The weeds of dishonest competition that arise and try to choke the growth of the trees, wither and die, and make no impress on the mighty banyan—truth.

Truth grows even when the hand that planted it ceases to toil; but dishonesty dies when a new and honest husbandman enters the territory, and plants his banyan tree!

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## Cincinnati Certain the 1916 Convention will be "the Greatest Ever"

CINCINNATI Rotarians are certain that the 1916 convention will be the greatest Rotary convention that has been held and many of them are not backward in predicting that it will be the greatest business convention of any kind ever held.

The clubs in all sections of Rotarydom are taking an active and enthusiastic interest in the annual gathering next July and the Cincinnati Rotarians are equally as active and enthusiastic in their plans and preparations to take care of the several thousand guests they are confidently expecting.

The Pittsburgh Rotary Club recently sent out letters addressed to "Dear Mrs. Rotarian," saying:

"That title is not 'official' but it will possibly serve to introduce the idea which we wish to convey. As you no doubt are aware, there is going to be an International Rotary Convention in Cincinnati from July 17th to 20th inclusive, and some of us who have attended these affairs in the past feel that it will be of great interest to you, as the wife of a Rotarian, and we are taking this means of addressing you personally on the subject of your attendance.

"Elaborate preparations are always made for the entertainment of the ladies and this part of the program we are sure you will enjoy. The trip from Pittsburgh to Cincinnati will be pleasant, and a short stay in that city will be found interesting and instructive. The friendships formed with Rotarians' wives from all over the United States and Canada have proved to be lasting ones, and taking it all in all we feel sure that you would enjoy this affair to such an extent as to return to Pittsburgh enthusiastically declaring that you will not miss the conventions to follow.

"We sincerely trust that you will favorably consider the suggestion and that you will attend, and will exercise that wonderful influence which women have over their husbands to such an extent that 'Mr. Rotarian' will be convinced that the trip is an absolute necessity.

"Your idea of Rotary will have increased one hundred per cent in favor of the movement and your reminiscences will be just as pleasant throughout the years to follow."

The Rotary Club of Utica has a Convention Thrift Club, each member of which has agreed to deposit \$3 every week. The club plans by other methods to further arouse interest in the convention.

Rochester has nearly seventy-five members pledged to go to Cincinnati.

The "On - to - Cincinnati - Convention" committee of the Allentown club has decided that each member who desires to attend shall contribute \$60 to the convention fund. This is to be paid \$10 down and \$5 a month until the total is deposited.

The Rotary Club of Harrisburg has already decided to travel by special train.

Chairman Waterman of the "On-to-Con-vention" committee of the New York club has divided the club into five teams, with his committeemen acting as captains. Every member is being asked to lay aside \$10 per month for the convention fund until his contribution reaches \$100. The money is being deposited in the bank and the interest it will earn before being withdrawn for use next summer will be used to buy badges and other decorations for the trip.

The Toledo club has engaged an entire floor of the Hotel Sinton at Cincinnati. It has been arranged so the members may reserve their particular rooms in Toledo by depositing with the committee a check for \$8.60 —the price of railroad fare. The check will not be cashed until about July 1. Baggage tags will be furnished to each Rotarian registering, to be tied to the baggage. The committee will take care of it after its delivery at the station in Toledo until it is delivered to the proper hotel room at Cincinnati.

"Old Man" (Edwin B.) Lord of Joliet has started a campaign to get all the Illinois clubs together in a united effort to move on Cincinnati with one hundred per cent force.

District No. 12, (Texas and Louisiana) is planning to have a "District Twelve Special" to carry the delegations from the clubs of these two states. A committee on arrangements was appointed at the District Conference at Waco on November 1st.

The Zanesville Rotary Club has a convention fund to which each member is expected to contribute something every week. So has the Chattanooga club. And there are many others.

## More or Less Per- sonal



Rotarian Harry Lauder of Glasgow is back in the United States and the Rotary clubs of the cities in which he is appearing are again having the pleasure of entertaining him and being entertained by him. In a farewell address to the members of the Glasgow Rotary Club at a regular meeting, Lauder said that he knew he took away with him the good wishes of Rotarians and would be cordially welcomed by Rotarians in the United States, and that he had on the occasion of a previous visit the honour of appearing at luncheons at the Rotary clubs from the Pacific to the Atlantic in the towns which he visited. "We are only a small party here," proceeded Rotarian Lauder, "but all together we are a great body; and when the hundreds of thousands of Rotarians are called together and speak with one voice, there will be a lot doing. When the war has run its course and there is a clamour for peace I hope Rotarians will join together and voice their opinion on the subject. It would go a long way, especially in the United States. I believe the German element in America will be very pleased to enter the spirit of the thing thru the medium of Rotary. I hope we will have peace by May when I come back."

Allen Albert, who was a war correspondent during the Spanish-American war, was stationed at Camp Alger and apparently must have been different from the ordinary correspondent. Upon asking for a pass to leave camp his was issued to him as "Allen D. Albert, Assistant Chaplain."

W. Y. (Billy) Morgan, editor of the *Hutchinson News*, director of the Associated Press, lieutenant governor of Kansas and a member of the Hutchinson Rotary Club and one of the most ardent woman suffrage speakers in the United States, is held up by his fellow Rotarians in Kansas as one of the chief reasons why the suffragists were defeated in New York and New Jersey at the recent election. They point to the fact that Billy went to the two eastern states about October 1 and made a number of suffrage speeches.

H. J. Brunnier of San Francisco, governor of District No. 13, who was chairman of the San Francisco club's 1915 Convention Executive Committee, has been made a Master Mason by California Lodge No. 1. Most of the official positions at the meeting were filled by "Bru's" fellow Rotarians.

John S. Banks, organizer and first president of the Rotary Club of Savannah, died November 21. He had been in poor health for some time, having resigned the presidency of the club last spring be-

cause of this fact. After his resignation he was elected honorary president and a director for life. Rotarian Banks was universally loved and to him was given a great deal of credit for the success of Rotary in Savannah and in other cities in Georgia.

Henry Sydnor Harrison, the novelist, author of "Queed," "V.V's. Eyes," and "Angela's Business," is a member of the recently organized Rotary Club of Charleston, W. Va. Congratulations to both author and club.

Chas. H. Victor, who was president of the San Francisco Rotary Club during the strenuous 1915 convention year, surprised his fellow members at the recent annual meeting when he seemed to be unable to find words to fit the occasion. They had seen him in so many trying situations during the year that they could scarcely believe it was really true when he faltered in accepting a handsome watch charm as a token of the club's esteem.

Jimmie Lee, former secretary of the Rotary Club of St. Paul, who disappeared from St. Paul under rather mysterious circumstances, has been located at Webster, Wis. Rotarians who know him will be glad to learn this. They will be sorry to learn that Jimmie was suffering from a severe mental strain brought on by unfortunate business reverses. According to latest reports he was back in his St. Paul home under a physician's care and improving, and altho his memory had not returned it was expected that rest and proper care would soon restore him to normal condition.

Rotarian Gilbert Y. Tickle of Liverpool, recently spent six months in North America, visiting the Rotary Clubs of Chicago, New York, Toledo, Cleveland, Detroit, Grand Rapids and Toronto and calling upon Rotarians in other cities where he could not attend the luncheons. He said that a very pro-German Rotarian gave him the "glad hand" and that the only thing he fired into him "was a very delightful lunch." Rotarian Tickle has returned home seeking "to impress upon our British clubs what a high honour I consider it to be associated with such a splendid lot of men as the American Rotarians are."

Rotarian Charles H. Baber of Belfast was a visitor to New York and Boston the latter part of November and the first week in December and before sailing for home December 10, wrote International Headquarters a letter of appreciation for courtesies extended to him by Rotarians in those two cities. "I landed in New York November 23rd," he wrote, "went to the Rotary hotel and signed (R.) after my name and I was well looked after. In the morning I saw Charlie Pearson and the handshake I received gave me a better understanding of Rotary than I had before I left Belfast. If any member does not appreciate Rotary let him travel and he will get the full knowledge of what it means. I got the name of the Boston hotel from Pearson and went there in the evening. The next day came a great handshake from Ralph Wells and President Miller, who both like English tea now. No one could

be better looked after than I was at Boston and I thank you and them all for their kindness to me. I should not think so much of America had it not been for the men of the Rotary clubs."

\* \* \*

W. H. Taylor, patent attorney member of the Rotary Club of Manchester, England, has had a great deal of experience as an editor aside from his work in handling his monthly club publication, the *Manchester Rotary Life*. He is a member of the Manchester Press Club and has been the editor of half a dozen technical journals including *The Textile Manufacturer*, *The Mechanical World*, *Trade and Industry*, *Mechanical Progress*, *The Paper Maker*, *The Textile Journal* and *the Textile Recorder*. He is also the compiler of an inventors' and patentees' year book.

\* \* \*

Four Rotarians are members of a committee of five prominent San Francisco men appointed to devise ways and means of preserving as much of the Panama-Pacific Exposition as possible. The four are Frank I. Turner, President Downtown Associa-

tion; J. H. Barbour, President Home Industry league; C. J. Auger, President of the Rotary club and Col. Geo. H. Pippy, Treasurer of the Rotary club.

\* \* \*

Rotarian Wilford G. Chapman has been elected mayor of Portland, Me., on the Republican ticket, being the first Republican who has won this position for five years. His majority was one of the largest ever given a mayoralty candidate in the city. Chapman is the Attorney-at-law member of the Portland Rotary Club.

\* \* \*

Rotarians Sylvester L. Weaver, E. J. Eisenmayer and John S. Mitchell comprise one third of the board of directors chosen from the Chamber of Commerce to represent Los Angeles on the Board of Directors of the Panama-California International Exposition for 1916. This is the San Diego Fair and Los Angeles has decided to co-operate in keeping it open for another year. Weaver, President of the Los Angeles Club, probably will be the youngest member of the Board. The selections were made by the Chamber of Commerce.

## November, 1915, Cash Statements

### International Association of Rotary Clubs

#### GENERAL FUND

##### Statement of Cash Received and Disbursed During the Month

Cash Balance on 31st October, 1915.....	\$8,788.53	
<b>Receipts:</b>		
Per Capita Tax.....	\$ 1,214.13	
Subscriptions (THE ROTARIAN).....	1,208.50	
Advertising (THE ROTARIAN).....	1,447.77	
Miscellaneous.....	113.78	
Interest.....	15.56	3,999.74
		12,788.27

##### Disbursements—The Association Ledger:

1915 Convention.....	\$ 137.35	
Headquarters' Office.....	824.58	
President's Office.....	70.00	
Vice Presidents' Offices.....	5.20	
Weekly Letter, Stunts and The News Bureau.....	331.70	
District Governors.....	8.79	\$ 1,377.62

##### Disbursements—The Rotarian Ledger:

Mechanical Production.....	\$ 1,399.88	
Illustrations and Plates.....	61.74	
Circulation Department.....	220.21	
Advertising Department.....	544.74	
Editorial and Overhead.....	844.98	\$ 3,071.55
		\$ 4,449.17

Cash Balance on 30th November, 1915.....	\$ 8,339.10	
On deposit in Union Trust Co. Bank.....	\$ 8,139.10	
On hand in Petty Cash.....	200.00	\$ 8,339.10

##### A Correct Statement:

Chesley R. Perry, Secretary.

The Bank statement of the Union Trust Company Bank for November Shows that there was on deposit November 30th, 1915, to the credit of the International Association of Rotary Clubs' General Fund—\$10,909.44.

R. F. Chapin, Treasurer.

##### Reconciliation, General Fund Account

Secretary's Balance.....	\$ 8,339.10	
Interest not yet entered on Sec'y's books.....	15.23	
Checks Outstanding.....	2,755.11	
	\$11,109.44	
On hand in Petty Cash.....	200.00	\$10,909.44

#### EXTENSION FUND

##### Statement of Cash Received and Disbursed During the Month

Cash Balance on 31st October, 1915.....	\$ 125.77	
<b>Receipts: None.</b>		
<b>Disbursements:</b>		
On account expenses of John O. Knutson, District Governor of the 10th district of the I. A. of R. C., incident to the performance of his duties as district governor.....	\$ 20.87	20.87
Balance on 30th November, 1915.....		\$104.90

##### A Correct Statement:

Chesley R. Perry, Secretary.

The bank statement of the Union Trust Company Bank for November, 1915, shows that there was on deposit 30th November, 1915, to the credit of the International Association of Rotary Clubs' Extension Fund—\$104.90

R. F. Chapin, Treasurer.

#### RELIEF FUND

##### Statement of Cash Received and Disbursed During the Month

Balance on 31st October, 1915 (including Relief Fund Investment Account—\$1,937.94).....	\$2,007.32	
<b>Receipts:</b>		
Dividends, United Gas & Fuel Co. Bonds.....	30.00	
		\$2,037.32
<b>Disbursements: None.</b>		
Balance on 30th November, 1915.....		\$2,037.32

##### A Correct Statement:

Chesley R. Perry, Secretary.

The bank statement of the Union Trust Company Bank for November, 1915, shows that there was on deposit 30th November, 1915, to the credit of the International Association of Rotary Clubs' Relief Fund—\$99.38.

R. F. Chapin, Treasurer.

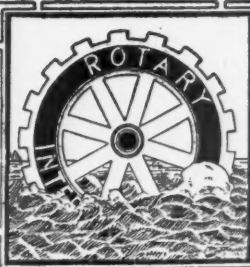
##### Reconciliation, Relief Fund Account

Balance, Secretary's Statement.....	\$2,037.32	
Relief Fund Investment Account.....	1,937.94	
Treasurer's Balance.....		\$ 99.38



# ROTARY EXTENSION WORK

From city  
to city  
the seed  
is sown



And across  
the water  
Rotary takes  
its course

## Reports from the District Governors

Lester P. Winchenbaugh  
Dist No 1  
93 Federal Street  
Boston, Mass



(Extracts from a paper presented by Governor Winchenbaugh at the District No. 1 Conference at Boston, Nov. 16, 1915.)

The rapid development and growth of Rotary has brought with it increased responsibility in the organization or extension work. The desire for numbers in clubs as in membership must be secondary to the maintenance of quality. It was in recognition of this need of a closer touch in the formation of new clubs and a more direct accountability that the governorship districts were established. Nevertheless, I believe we should move with the greatest caution and deliberation in establishing such.

First of all, the community itself must be considered. Does it need a club? Can it support a club? Has it the right material from which to form a successful club? All these questions must be asked and answered affirmatively before any thought of organization is warranted.

If satisfactorily answered thru investigation, the next step is to find a satisfactory man or men who will undertake the organization work. These must be fully acquainted with the aims of Rotary and imbued with its spirit before their initiative is sanctioned. They should furthermore be men of standing and influence in their community. Now these are the tasks that confront each district governor in the furtherance of extension work.

The bonds of Rotary are so close that the injection of one misfit organization adversely affects the whole group and reflects on the whole body. I would rather have placed to my credit at the close of my administration the launching of one first-class A1 club than the inception of a dozen second-rate ones.

In order that I may successfully carry out my ideas and thus perform my full duty to Rotary, I must ask the kindest indulgence and co-operation of every existing club in New England. And first, in order that this co-operation may be worth while and of a character to bring the best results, each club must clean house and be sure that it measures up to the highest Rotary ideals. Then you will be worthy missionaries to spread the doctrine of Rotary to your



Lester B.  
Winchenbaugh  
of Boston,  
Governor of  
District No.  
One, snapped  
while he was  
acting as  
host to the  
New England  
Conference,  
November 15-16  
at Boston.  
This picture  
was taken  
by his daughter,  
Miss Doris

benighted neighbors and friends and your efforts will not be fruitless.

I am glad to say that every club in my jurisdiction today is officered by men possessing a true conception of Rotary and determined to inject it into their membership.

Greater care and espionage is being exercised in the taking in of new members and unworthy material is being discarded as fast as conditions permit. All this encourages me in the belief that I can safely rest the success of my administration both with regard to the growth of existing and the organization of new clubs on the co-operative efforts of the clubs already established.

I therefore invite you each and every one while

safeguarding and promoting the interests of your individual clubs in every way, to expend some thought and give some time in the interests and promotion of the extension work which means so much for the future of Rotary in the realization of its highest ideals.

**William J. O'Hea**  
Dist. N<sup>o</sup> 2  
95 N. Fitzhugh St.  
Rochester N.Y.



#### Official Visits

Official visits were made to the Buffalo and Utica clubs. The occasion of my visit to the Buffalo club was the joint banquet of the Hamilton, Toronto and Buffalo clubs, the Buffalo club acting as host. This was a very successful affair, attended by approximately 500, including the ladies. It began with a noon luncheon at the Statler Hotel, at which the presidents of the Toronto and Hamilton clubs spoke, as well as myself, after which all adjourned to the Buffalo Country Club for an afternoon of sports, winding up with a speechless banquet at the Country Club, followed by dancing in the evening. It was the most enjoyable Rotary day that I ever attended and the Buffalo Rotarians deserve a great deal of credit for the splendid manner in which they entertained their guests.

I visited the Utica club, upon invitation, to deliver an address on "What Rotary has Accomplished for Western New York," and found that club, which is one of the newer ones, to be a real live organization standing solidly on both feet.

Dr. John Ready, one of our directors in the Rochester Rotary Club and a former vice-president, will deliver a paper before the Binghamton Rotary Club on the evening of December 8th and I will also deliver a short address on that night.

I expect to visit the Troy club in the near future, and hope to visit every club in District No. 2 before my term expires.

#### Extension Work

Rapid progress is being made in the organization of new Rotary clubs at Jamestown, N. Y., Kingston, N. Y. and Poughkeepsie, N. Y. The Jamestown club is well under way; the Kingston and Poughkeepsie clubs will be within the next two or three weeks.

I have arranged to visit Vice-President Gettinger, at New York during the week beginning December 12th, for the purpose of discussing the organization of Rotary clubs at Bayonne, Elizabeth, Hoboken and Passaic, N. J., and Jamaica and Yonkers, N. Y. With the exception of Jamaica, these cities have 50,000 population or more and it is felt that a Rotary club should be established in each without delay.

#### General

The Rochester Rotary Club held a Transcontinental Telephone Dinner on the evening of November 16th, at the Seneca Hotel, Rochester, N. Y., which was attended by 450 Rotarians and friends. Vice-President N. C. Kingsbury, of the American Telephone & Telegraph Company, delivered a very interesting address on "The Development of A System," and at the close of his address communication was established between San Francisco and Rochester and we spent a very enjoyable and interesting two hours in talking to and fro. This

dinner did more to further the Rotary movement in this section than anything I know of.

It is my personal opinion that the Rotary clubs in District No. 2 were never in better condition and, judging from what I have heard on my travels about the Cincinnati Convention, I am sure the Cincinnati boys will have their hands full in taking care of the crowd who will be present. Sixty-five members of the Rochester club have joined the "On to Cincinnati" movement, and are depositing \$1 a week with the treasurer of that committee. This is the result of my visit to the coast, and I am sure that every one of the Rochester boys who attend the next convention will become regulars hereafter.

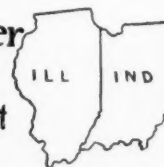
**C.F. Laughlin**  
Dist. N<sup>o</sup> 7  
219 Williamson Bldg  
Cleveland, O.



Club Recently Elected to Membership in the Association

Rotary Club of Charleston (W. Va.) elected as of 1st December. The officers are: President, W. E. Jones, Ohio Tool Company; Secretary, Glenn R. Edgar, 115 Summer Street.

**Herbert C. Angster**  
Dist. N<sup>o</sup> 8.  
228 W. Ontario St  
Chicago Ill.



District Governor Herbert C. Angster of the 8th District, comprising Illinois and Indiana, announces that the conference of the 8th District will be held in South Bend, February 22, 1916. Frank Hering, of the South Bend Rotary Club, has been made chairman of the Conference Program Committee. It has been decided that the principal topic of discussion will be "The Disposition of Involuntary Past Rotarians."

**W.J. Zimmers**  
Dist. N<sup>o</sup> 9  
710 Wells Bldg  
Milwaukee Wis



All of the clubs in the Ninth District, namely Duluth, Madison, Milwaukee, Minneapolis, St. Paul, Superior and Wausau, are in a flourishing condition and full of vigor and enthusiasm and each club's record of attendance is especially good. Each has been asked to appoint a transportation committee and we hope to have our hotel accommodations in Cincinnati arranged for each club in the district before the first of the year. It is also planned to have all of the delegates and visitors from the Ninth District go to the convention together—the final roundup being at Milwaukee—and have their own special cars.

Organization work in the Ninth District is progressing very satisfactorily and we hope to be able to announce the organization of clubs in Sheboygan, Wis., at a very early date, as well as one in Mar-

quette, Michigan. I expect to be called to St. Cloud, Minnesota, before the close of 1915 to complete the organization of a Rotary club in that city. Joe Mitchell Chapple of Boston who visited his brother in Ashland, Wis., recently, helped greatly in starting the preliminary work of organizing a club there.

Very promising letters from Racine, Janesville, Eau Claire and Beloit in Wisconsin are receiving our diligent attention and we hope to have affiliating clubs in these cities before the next convention. I have had the privilege and pleasure of being invited to address Rotary clubs of other districts and am also engaged actively in the practice of Rotary with a side line of practicing law.

Work is being completed for the holding of a conference of the clubs of the Ninth District to be held on or about February 19, 1916, and we are confident that this conference will develop both subjects and material for the program committee of our next International Convention at Cincinnati.

**John O. Knutson**  
Dist. N<sup>o</sup> 10  
308 Pierce Street  
Sioux City, Ia.



The Tenth District Conference will be held at Waterloo, Iowa, January 23 and 24, the plan being to get all the representatives possible together in a mass meeting in the afternoon with an informal reception in the evening. The conference will open Monday morning and there will be a typical Rotary luncheon at noon, another session in the afternoon and a banquet in the evening.

International President Albert has promised to attend and the dates of the Conference have been set to best meet his convenience. Plans are being matured that will make this a notable gathering.

Iowa City has permanently organized since the last report was written. The governor, together with several Rotarians of Cedar Rapids, was present at the formal launching of the Iowa City Rotary Club on Thursday, November 4, with twenty-nine charter members and W. P. Hohenschuh, president and Earl S. Browning, secretary.

Dubuque was permanently organized Tuesday, November 23, in charge of Secretary Geo. Pride of Davenport with a delegation including five Rotarians from Clinton and Dubuque in attendance. The temporary officers were made permanent as follows: Jas. M. McFadden, president and W. C. Murphy, secretary.

#### Newly Organized Clubs

**Rotary Club of Dubuque (Iowa)** organized 23 November, 1915. The officers are: President, Jas. M. McFadden, 227 First St.; Vice-President, Glenn Brown, Lincoln Bldg.; Secretary, Wm. C. Murphy, Kiene Bldg.; Treasurer, B. F. Blocklinger, 1st National Bank Bldg.

**Rotary Club of Iowa City (Iowa)** organized 4 November, 1915. The officers are: President, William P. Hohenschuh, 19 S. Dubuque St.; Vice-President, Ralph L. Dunlap, 120 W. Burlington St.; Secretary and Treasurer, Earl S. Browning, Secretary Commercial Club.

**A.E. Hutchings**  
Dist. N<sup>o</sup> 11  
10th and Oak Street  
Kansas City Mo.



#### Newly Organized Club

**Rotary Club of Kansas City (Kansas)** organized 2 November, 1915. President, J. W. Giesburg, Seventh and Minnesota; Vice-President, W. L. Wood, 717 Minnesota Ave.; Secretary, C. H. Poindexter, 410 Husted Bldg.; Treasurer, F. S. Merstetter, 914 N. Sixth St.

#### Clubs Elected to Membership in Association

**Rotary Club of Bartlesville (Okla.)** elected as of 1 December, 1915. The officers are: President, R. L. Beattie, V. P. Union National Bank; Secretary, Rev. C. E. Alexander, Pastor First Presbyterian Church, 115 E. Fifth St.

**Rotary Club of Hutchinson (Kansas)** elected as of 1 November, 1915. The officers are: President, W. L. Rosier, care Hutchinson Oil Company; Secretary, Eustace Smith, First National Building.

**W.H. Richardson**  
Dist. N<sup>o</sup> 12  
P.O. Box 33  
Austin Tex.



District Governor W. H. (Billy) Richardson, Jr., snapped with President Albert at Austin, Texas.

#### New Orleans Conclave

The New Orleans Rotary Club will entertain the southern clubs in the United States January 12th and 13th. This conclave was decided upon last year at the conclave at Jacksonville. Subsequently the formation of the Rotary Districts divided the old Southern Division U. S. A., but the arrangements for the New Orleans meeting were adhered to. So the clubs in what was the Southern Division will have a big get-together meeting.

#### Newly Organized Club

**Rotary Club of Paris (Texas)** organized 16 November, 1915: President, Walter G. Moore, care Texas Power and Light Company; Secretary, W. H. P. Anderson.

## H. J. Brunnier

### Dist. N<sup>o</sup> 13

Sharon Bldg.  
San Francisco, Cal.



A meeting for the organization of a Rotary club in Fresno, California, was scheduled to be held Monday evening, December 6. We will have at least twenty-five Rotarians from other clubs present at this meeting, and I am sure the Fresno people will be favorably impressed.

When it is recalled that we San Francisco Rotarians must travel 208 miles to visit Fresno you will understand that there are a few good Rotarians in California.

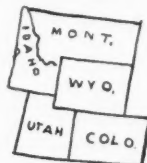
Franklin J. Wright of the Oakland Rotary Club has taken a leading part in the organization of the Fresno club, and had 16 or 18 of the leading business men who had agreed to become charter members of the club when this report was written. There was a little confusion because of independent activities of a Fresno man, but when he learned of what Rotarian Wright had done the tangle was untangled.

We are having big meetings at the San Francisco club every week and if the attendance continues to increase we will be forced into larger quarters. Last Tuesday—November 30th—there were 178 present and the "Do it Electrically" boys did themselves proud with the program they pulled off.

## J. E. Zahn

### Dist. N<sup>o</sup> 14

1736 Sixteenth St.  
Denver, Colo.



I have not reported before on the progress being made in my district because it happens that District No. 14 is so situated as not to afford much chance for the organization of new Rotary clubs. Two of the cities I had figured on for clubs have not seen fit to go ahead with the organization.

Some way or other the Sioux City Rotary Club has always kept in intimate touch with International Headquarters, a condition which has given our club distinct benefits.

I visited Billings, Montana, November 20 and am inclined to think that before very long we will have a Rotary club going in that city. The matter has been taken up with the leading business men and they are taking favorable interest in it. Also I have hopes of organizing a club at Great Falls, Montana.

With regard to the District Conference: I will take up this matter with the Salt Lake City fellows and see what they think of the proposition. If we succeed in organizing a club in Colorado Springs I am inclined to think we will hold a conference.

Friday, November 26, twenty-five of the Denver Rotarians visited the Pueblo club at a complimentary banquet given by the Pueblo people and we all had a fine time. We expect a good representation from Pueblo at our annual dinner.

## Claude H. Eckart

### Dist. N<sup>o</sup> 15

1614 Third Ave.  
Seattle Wash.



The Fifteenth District Conference will be in Seattle in February and a committee has been appointed by the local club to arrange for the same. The Rotary clubs of the neighboring Canadian cities of Vancouver and Victoria will join us.

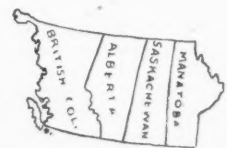
I have the matter regarding the organization of additional clubs up with the different clubs in the district and we expect that a few clubs will be organized this year. In a letter from Fred Spoeri of Portland he says that the only city in Oregon where a club could be organized is Salem and he is going into the matter there.

The Spokane club thru Mr. Hallander is taking up the matter in Walla Walla and I expect to hear from them very soon.

## J. S. Ryan

### Dist. N<sup>o</sup> 18

23 Thomas Block  
Calgary Alta.



Owing to conditions in practically all Canadian cities at the present it is necessary that we go slow and not try to force the organization of Rotary clubs. The matter that is given first thought by all Britishers at this time is the "successful conclusion of the present war" and such matters as the establishment of a Rotary club must be given second consideration. You can hardly blame them.

In some cities our populations are being fast depleted by the enlistment of men in the different regiments and those not enlisting are devoting all their spare time and energy to the taking care of the dependents of those who go to the front.

I am working on the establishment of clubs in Edmonton and Regina and hope to have something definite to report regarding both of these cities within a short time.

—Paul C. Howe, Secretary Sioux City Rotary Club.



# What the Clubs Are Doing

## Messages from the Live Ones

(Contributions from correspondents for this department should reach the editor by the first of the month for insertion in the following month's issue)

### A Clever Advertising Letter Evolved by Louisville Rotarian

WHEN H. C. Wedekemper, ("Wede") the Rotary member of the firm of Geo. G. Fetter Company, Louisville, Ky., got the idea of writing a letter to his Rotarian friends, his first thought was to depart from the customary style and phrase his letter so it would contain a number of words such as "revolve," "round about," "revolutionized," etc., pertaining to Rotary.

After the letter was dictated the circular meaning of the words brought out the further idea of writing the letter in circular form. No typist could possibly write this so the form was printed.

Feeling that the Rotarians were entitled to a personal letter he sent each a letter with his own photo in place of his name and address. He used his photo instead of his signature. Both photos were pasted on the letter.

This letter caused more favorable comment than any piece of advertising used by his firm for some time and its general make-up was appreciated. It was carried as a pocket piece by a number of the members, as an interesting paper to show to their friends and was not filed away as is generally the custom.

Actual business in dollars and cents was



traced as a direct result from this letter not only from Rotary members, but from outsiders who saw and were impressed with it.

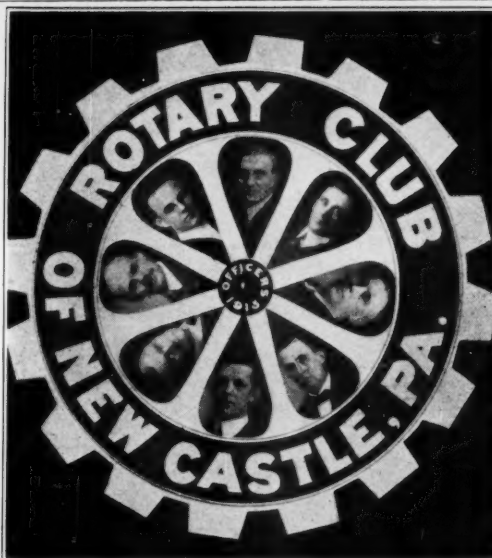
Mr. Wedekemper is in favor of an exchange of letters between the members as a means of calling attention to the reasons why they can "Serve Most by Serving Best."

(Continued on page 53)



The top picture shows the Rotarians of Jackson, Miss., burying "Hard Times." The ceremony took place at the opening of the Mississippi State Fair, following an impressive "funeral parade."

At the bottom is a picture of the Canton Rotary Club at luncheon in the garage of the Noaker Ice Cream Company's Plant.



The picture in the center is a reproduction of a unique photograph attached to the program of a recent meeting of the Rotary Club of New Castle.

The officers, beginning at the top and going to the right, are: President, E. E. Seary; Vice-President, Del L. Cole; Treasurer, R. Stadelhoffer; Directors, Robert Whilaw, George Winter and James Rice; Sergeant-at-Arms, Wm. J. Eraus; Secretary, Wm. Schoenfeld.





*Oakland Rotarians preparing to distribute 10,000 Exposition tickets to school children (See article page 70)*

#### (WHAT THE CLUBS ARE DOING)

*(Continued from page 51)*

#### **Baby British Club's First Dinner**

Extract from letter of November 10, 1915, received from Thos. Stephenson, Edinburgh, at International Headquarters:

"The Newcastle Rotary Club had its opening dinner on Friday evening. Representatives from Edinburgh, Glasgow, Manchester and Liverpool were present. The new club has started on the right lines and they are most enthusiastic and the whole thing was run on the most approved Rotary principles. The speaking was of a high order and everything was quite good. I myself gave the toast of the International Association to which Mr. Proctor replied.

"I took occasion to tell them many of the reports they would see of American Rotary functions might cause the more stolid Britisher to smile because they are not our way of doing things but I explained that everything was a matter of temperament and that if one were present when these 'stunts' were being pulled off he would enter into the spirit of the thing just as I did when I was with you. Proctor followed me up and between us we did something towards educating our English friends to American ways.

"That is all very well and would have done some good but unfortunately a newspaper arrived next morning from an American city describing what is called a 'scandalous fist fight' in the Rotary club there. I have had most serious complaints from Newcastle saying that they were almost ashamed to belong to an organization in which such things take place. I have tried to explain to them that it was all a joke even to the publishing of the special edition, and I hope that my explanation will soothe them, but it is rather hard on us missionaries to have publications of this kind coming in among young and enthusiastic British Rotarians.

"It all goes to show how much toleration is required on both sides and what great allowances have to be made in judging other people."

#### **AKRON Raises \$1,000 for Christmas Tree for Poor**

The November monthly dinner of the Akron Rotary Club was in the nature of a reception to the mayor-elect who spoke on good government. Subscriptions for the Rotary Christmas Tree for the poor children of Akron were called for and in ten minutes \$1,000 was subscribed. The Christmas Tree party was scheduled for December 24th.

#### **BALTIMORE Wants Rotary Inter-City Meeting**

The Baltimore Rotary Club is very much alive these days. The most important announcement to be made is that at a special meeting held recently, it was decided to invite the Rotary clubs of the eastern section of the United States to an inter-city meeting in Baltimore. Considerable enthusiasm is already manifest, and if the invitation is accepted the visitors will be entertained to the fullest extent.

Between Christmas and New Year, a special mid-day luncheon will be given to the ladies and this will be the first ladies' affair the Baltimore Rotary Club has ever held. From present indications so much success is already assured that more will be bound to follow.

#### **BUFFALO Rotarians Give 1,500 Newsboys a Turkey Dinner**

The members of the Rotary Club of Buffalo celebrated Thanksgiving by giving a regular old-fashioned Thanksgiving dinner to 1,500 newsboys at the Sixty-fifth regiment armory. The boys, led by Rotarians Godfrey Morgan and Alfred Russell bearing respectively the Buffalo Rotary standard



*Clinton Rotarians at luncheon meeting at President Korn's bakery. Rotarian Korn is in the "korn"*

and the stars and stripes, marched on the armory, preceded by a newsboy band. President Botsford of the Rotary club marched with them. Every boy carried a small United States flag. It was a great procession and it was a mighty victory the boys won at the armory after a two-hour battle with turkey and trimmings. In addition to the Rotarian hosts there were present a number of city officials and officers of the Newsboy Association. Judge Thomas Murphy made a short speech in which he called attention of the boys to the significance of the day and no orator ever was given more enthusiastic applause.

Ex-Senator T. E. Burton of Ohio, a prominent figure in American political life, recently was a guest and principal speaker.

#### **CALGARY Rotarians Captured By International President**

"International President Albert came, saw and conquered," writes Secretary Howland. "He arrived in Calgary Sunday, November 28th, and by so doing gave us a better opportunity of getting to know both him and his lovely wife and two boys and his all too short stay has been an inspiration that will have everlasting results. At our lunch on Monday he spoke on Rotary, giving us an understanding that was both new and penetrating, and I do not hesitate to say that an era of infinitely better Rotary lies before us now. His evening lecture on the 'Forces that Make Cities' was a crowning achievement and seems to have stirred up the whole city and the papers who caught his message are daily hammering it home. We want to say how proud we all are of him and what a strength he is to International Rotary and we want to praise him now and not wait until it is to be inscribed on his tombstone.

#### **CAMDEN Club Debates Safety of Employees**

The Camden Rotary Club, at the December

monthly meeting, took up for discussion and debate the topic of "Safety in Industrial Employments and Occupations." The chief speaker for the evening was General Lewis T. Bryant, Commissioner of Labor of New Jersey, who set out the scope of the work of his department, with special relation to the prevention of fires, panics, etc., in manufacturing plants.

There was also debated the question of the advisability of staging a third dramatic production, but the decision seemed to be that this year would see a minstrel show, wherein all could shine as "black diamonds." Plans were formulated and committees appointed also, for the Fourth Annual "Ladies' Night," and the forthcoming affair promises to eclipse in brilliancy and eclat the former functions of this nature.

A formal standing and unanimous vote of appreciation was taken for the splendid Christmas number of *THE ROTARIAN* in which every member of the Camden club feels a personal and especial pride, and Correspondent Webster was directed to indite and forward to Mr. Perry and his staff of clever and capable assistants a letter of congratulation and felicitation. (Editor's Note: The correspondent obeyed instructions and his letter was appreciated.)

#### **CHATTANOOGA Rotarians Make Convert of Governor "Bob"**

Bob, Governor Bob (R. A. McDowell) of the Sixth District was the guest of the Chattanooga Rotary Club Friday night, December 3rd. He came, he saw what Chattanooga has to offer any well-behaved and dyed-in-the-wool Rotarian and was conquered. Rotarian Burke says so and adds:

"His talk on Rotary doctrines made a deep impression on every Rotarian present and caused every one of the large number of visitors to realize that Rotary is a principle to be inculcated and developed in every community. 'Bob' was here one day and then on to Knoxville accompanied by several Chattanooga Rotarians.



"The 1918 Convention Committee of the Chattanooga Rotary Club presented him with a gavel made from bullet scarred trees on famous Lookout Mountain, while the crowd presented him with a silver mounted cane and going away package. 'Bob' could not stand the pressure and forthwith pledged his support to Chattanooga in the work of securing the 1918 International Convention here.

"The 1918 Convention Committee has completed preliminary plans and will soon commence a personally conducted tour of 'Seeing Chattanooga' for the benefit of all Rotarians."

#### **DAVENPORT Ladies Win Prizes for Letter Writing**

The ladies' meeting of the Davenport Rotary Club November 22 was one of the most successful affairs ever given by the club. Prizes were offered for the best letters written by the ladies bearing upon the improvement of stores and the efficiency of merchants and their employes. The attendance numbered about 250. Mrs. Paul Johnston won first prize with a letter showing the great value, both to the merchant and his customers, of politeness and courtesy and having employes that greet customers with cheerful miens. The second prize was won by Mrs. John P. Hand whose letter emphasized the need for strict truthfulness in advertising, closing with the statement, "I should like to believe more and have more faith in the advertising I read." President Oswald Becker conducted a "civics school" at the meeting, asking Rotarians many questions to show what they knew about the city and the city's government. And nearly every one of his questions was answered "right off the bat."

#### **DENVER Club Election Changed to May**

The Denver Rotary Club has voted to change the by-laws so the election of officers will hereafter occur in May instead of November.

During November Denver entertained International President Albert, who went to Denver to lecture on "The Forces that Make Cities." A large and representative audience heard him and many favorable comments by the press and otherwise were made on this speech.

The Rotarians took an active interest in raising a \$15,000 budget for the maintenance of the Sunshine Mission. Rotary members personally contributed nearly \$5,000 of this sum. The work done by the Sunshine Mission is largely among the poor, and is supervised by Rotarian Jim Goodheart.

#### **EL PASO Trade Dinners Prove Big Successes**

The trade dinners at the El Paso Rotary Club have caused a very spirited but good-natured rivalry among its members. The first firm to take advantage of the chance for advertising was the McClintock Company which boosted for its billboards and outdoor advertising. To prove its efficiency R. H. McClintock presented the trade marks of ten firms using his boards and offered a prize for the correct answers. Every one scored 100 and a mammoth pencil was given as a souvenir.

The Globe Mills entertained the entire club at the Sheldon Hotel at a dinner, the menu of which was made up entirely of products from the mills. Talks upon milling and the history of milling were made.

The most novel day was White hose Day when this store gave an artistic "parade des toilettes." Parisian gowns, hats and other apparel dear to the feminine heart were worn by three handsome young women who paraded between the tables of the diners. President Albert was present and was presented to the pretty "manikins," much to the envy of the other diners.

The week following El Paso was honored by having another distinguished guest, S. S. McClure of the McClure Magazine, who spoke on municipal problems and remedies.

#### **ERIE Club Has Fun With 22 New Members**

Twenty-two new members of the Erie Rotary Club were recently introduced on the same day. When they were seated at a long table all by themselves President Dickey and some of his helpers fastened bibs on them. As the secretary called the names, each new baby in Rotary arose and was presented with a barber-pole stick of candy to keep him quiet while the Rotarian who had recommended him to the club introduced the newcomer to the Rotary family in Erie. The introductions were of various sorts. All of them were human—some humorous—some very humorous. A brief sketch of the educational, social, and business life of each of the twenty-two new members makes the club feel that it has received a generous portion of "the stuff of which Rotary is made." When the last baby had been introduced, the newcomers unfurled their banner, "Watch us grow."

Electricity Week was observed with a demonstration of the very latest experiments in wireless lighting. While wireless lighting is commercially impossible the demonstration showed the remarkable development that has been made in the science of electricity in the last few years.

#### **FORT WAYNE Club Hears War Correspondent**

On the occasion of its first real guest night, December 6, the Fort Wayne Rotary Club listened with interest to an address by William Washburn Nutting, war correspondent, who spent a number of months in Russia during the war period, and a shorter time in Germany. Another speaker of the evening, Former Mayor Charles A. Bookwalter, of Indianapolis, gave a spirited address in appeal for support of the national government in its efforts to preserve peaceful relations with foreign nations.

The Fort Wayne club has taken the active lead in preparing for an immense celebration in Fort Wayne next June to commemorate the one hundredth anniversary of Indiana's admission to the sisterhood of states.

The club has voted to increase its membership fee from \$15 to \$25.

#### **HAGERSTOWN Has Special Committee for Each Meeting**

The Rotary Club of Hagerstown has adopted the plan of having each luncheon meeting in the hands of a committee specially named for that occasion. Invitations are sent out on the stationery of different members and so written that the person receiving it is not aware that it is a notice of the club meeting until after he has read most of the letter.

(Continued on page 56)



Members of the Hagerstown Rotary Club in their costumes at their "old-fashioned country party." (See article on page 55)

#### (WHAT THE CLUBS ARE DOING)

(Continued from page 55)

Increased activity and interest have been shown as the result of these methods and the fact that every member of the club gets his "turn" in preparing the program is considered one of the strongest features of the method.

#### HUTCHINSON Adopts "Pep" As Motto of Club

"The Hutchinson Rotary Club, the baby Rotarian of Kansas, was born October 13th, 1915, under such auspicious circumstances that there is talk even now in our club of moving the International offices from Chicago to Hutchinson," writes Correspondent (Doc) Clary. "Auspicious circumstances hardly describes the doin's that day. President Allen D. Albert spent the whole day and most of the night with us. Hutchinson really feels mighty chesty about the installation of the Rotary club. Some of us had worked for a long time getting the boys lined up and we finally started out under the name of the Business Men's Luncheon Club. Then when the time was ripe we sprung a full-fledged Rotary club on the unsuspecting public and made announcement that International President Albert would be here to start us out as we should go. But tho Albert is 'some pumpkins' and a whole show in himself we had with us in addition Russell F. Greiner, District Governor Hutchings, President James N. Russell, of the Kansas City Rotary Club with a big delegation, nearly all of the Wichita Rotary Club as well as delegations from Parsons and Topeka who came down to make us happy.

"Hutchinson started out with forty-three charter members. We have taken in only four new ones up to December. We are going slow purposely.

"The day before our acceptance into the International Association we went to Wichita as guests of the club there where we heard President Albert give the most inspiring address it has ever been my good fortune to hear.

"We have adopted the live wise word Pep (push every possibility) as the motto of our club. Rotarian A. L. Sponsler, at one of our meetings in responding to the roll call answered, 'Secretary of the Kansas State Fair,—Recreational, Educational, Inspirational.' It occurs to me that recreational, educational, inspirational is as near descriptive of Rotary as any three words that could be put together."

#### INDIANAPOLIS Club Gives President's Ball

A beautiful ball, which was attended by more than eighty-five couples, was given by the Indianapolis Rotary Club November 8th. The invitations which read "A formal informality to formulate feminine felicitations for famished business friends," were expressive of the delightful intimacy and levity that prevailed. President and Mrs. Dick Miller led the grand march with the past presidents and their wives following in order. A feature of the evening was the presentation to retiring President Pittsford and Mrs. Pittsford, of a handsome chest of silver.

The dance was given at the Claypool Hotel in the Riley Room recently named in honor of the beloved

(Continued on page 60)

# THE ROTARIAN

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**PHILIP R. KELLAR, Managing Editor**

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B. L. Stringer.....Erie	C. S. Quinn.....Paducah	Chas. H. Woodhall.....Troy
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# THE ROTARIAN *The Magazine of Service*

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Manager

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## Remington Typewriter

Miss Stollnitz wrote 114 words per  
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This novice event is open only to those who have never used a typewriter previous to September, 1914. It is therefore the one event that gives a real indication of the machine's part in the development of speed in typewriting.

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And the best answer to this question, afforded by any speed contest, is, *what can the novice do?*—for the novice stage is the stage through which all operators must pass.

By this test the Remington has proved itself to be THE operator's machine—the machine which enables the operator to do the most and the best work from the very outset, and ever after.

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[Incorporated]

New York and Everywhere

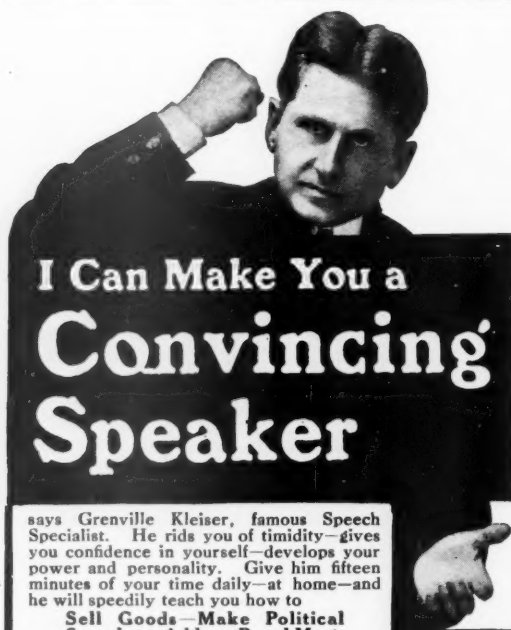
Managers Representing Us in Fifty Cities are Members of the Rotary Club

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## A Bulletin—

*J. Adams Brown, President of the New Netherland Bank and Banker member of the New York Rotary Club, issues on the first of every month his personal opinions, in the form of a comprehensive printed bulletin on the financial and business conditions. It is sent to depositors, bankers and business friends. If you now use or expect to use New York banking facilities, the bulletin will be invaluable to you. Sent on request without obligation.*

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**FUNK & WAGNALLS COMPANY, Dept. 530 NEW YORK**

### (WHAT THE CLUBS ARE DOING)

(Continued from page 56)

Indiana poet, James Whitcomb Riley. More than a dozen tablets ornament the walls, bearing favorite selections from his charming verses.

"Indianapolis has a membership of two hundred and fifty and our attendance averages eighty to ninety per cent," writes Correspondent Brown. "We believe Indianapolis has the best luncheon programs of any club in the country and to prove this statement we will take this opportunity of inviting any Rotarian within hailing distance of the middle west metropolis to join us on Tuesday of any week. Our dining room is always filled and each member fully appreciates that his 'membership is both a responsibility and privilege.' Great interest has been taken in the prize giving feature, which is held at weekly luncheons."

James W. Foley, poet-humorist, entertained the club on November 2nd, with a recital of his own humorous and pathetic verses. President Miller has announced that an effort will be made to have Rotarians address the club on their lines at least twice a month.

### KANSAS CITY, Kansas, Organized at Dinner Meeting

The organization dinner meeting of the Rotary Club of Kansas City (Kansas) was "one great big howling success," to quote President Jake Giesburg. Jake goes on to say, "We had one hundred thirty of the Missouri bunch from Kansas City over the river to help us get started and they sure did it. We have set the woods on fire and are having all kinds of inquiries about our new club and requests for membership are coming in right along. We will take our time about letting them in so that when they do finally get in they will know how to appreciate it. A few fellows are now kicking themselves for declining when asked to join as charter members. It is too late for them to get in now, as others have taken their places."

The dinner was given at the Grund Hotel, December 2. Past International President Greiner, District Governor Hutchings and President Russell of Kansas City were among the large number of Kansas City (Mo.) Rotarians who participated in the organization meeting.

### KANSAS CITY (Mo.) Has Plan To Get 100% Attendance

A novel idea to induce 100 per cent attendance of the members of the Kansas City (Mo.) Rotary Club has just been put into effect. Notice slips are to be forwarded each week to every member of the club. These slips will show the name of another member and contain a printed request that this member be phoned and asked to attend the next noon luncheon. The slips are to be signed and turned in to the secretary at the next luncheon, with information as to whether the member can attend, is out of the city, ill, etc.

Being suddenly called on during the lunch hour to introduce a member of your own club with whom you are not personally acquainted is somewhat of an unexpected jolt. President Russell has adopted this effective method of bringing the members in

(Continued on page 63)

Member New York  
Clearing House  
Association



Member Federal  
Reserve Bank of  
New York

### DEPOSITS

Jan. 1, 1908	-	-	\$2,424,000
Jan. 1, 1912	-	-	5,150,000
Jan. 1, 1915	-	-	16,213,000
Nov. 10, 1915	-	-	22,600,000

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Woolworth Building  
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and vicinity.

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Get it from your dealer.

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The sunshine and out-of-doors does away with ills and doctor bills.

Four daily California trains via the Santa Fe. That includes the exclusively first-class California Limited—Then once a week, in winter, the Extra fine-Extra fast-Extra fare Santa Fe de-Luxe.

And the Grand Canyon of Arizona is on your way.

Our picture folders tell of trains and sights to see.

W. J. Black, Pass. Traffic Manager  
A. T. & S. F. Ry.  
1118 Railway Exchange, Chicago



## (WHAT THE CLUBS ARE DOING)

(Continued from page 60)

closer touch with one another, with excellent results.

Kansas City has a real, honest-to-goodness Rotary Band. They say it is S-O-M-E band. Its first public appearance was at the noon luncheon of November 24th, and one Rotarian became so enthused that after the first number he announced a donation of \$25 to a fund for taking the band to the Cincinnati convention. The Cincinnati idea is growing with each successive meeting of the club.

The Kansas City (Kansas) Rotary Club held their first meeting on the night of December 2nd. Members of the Kansas City (Mo.) club attended 130 strong. The Missouri Rotarians are assured that they will have a real live wire neighbor "across the river."

**KNOXVILLE Has Great Day  
With Governor "Bob"**

W. C. Fox, correspondent for the Knoxville Rotary Club, telegraphs the following:

"On Saturday, December 4th, with dear old 'Bob' McDowell of Louisville, Governor of the Sixth District, as the guest of honor and with representatives of all but one of the Rotary clubs in the district in attendance, Knoxville, the youngest club in the district, caught the spirit of Rotary. The conference was a decided success.

"Knoxville is in the heart of the Appalachians, the garden spot of east Tennessee, was the last city in his district visited by Governor 'Bob' but in no city did he and his party receive a warmer and truer Rotarian greeting. The morning and much of the afternoon was spent at the American Zinc Company's mines, one of the largest in the world and in charge of Rotarian Houser. A delightful luncheon was served.

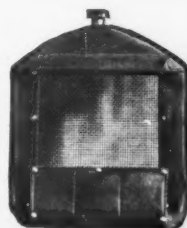
"The banquet in the evening was served in the parlors of the Cumberland club, Rotarian Foust acting as toastmaster. Rotarian Tate welcomed the visiting delegates. Many speeches were made that inspired all.

"Governor 'Bob' spoke on what Rotary is, what it stands for and what inspirations we receive from it. At the conclusion Rotarian Graves, on behalf of the Knoxville Rotarians, presented Governor 'Bob' with a handsome Tennessee Pearl which they asked him to accept as emblematic of that true and pure friendship which all Knoxville Rotarians held for him. 'Bob' was taken by surprise and could not find words to express his appreciation but his looks mirrored his thoughts, and the day came to an end which marked the beginning of a greater Rotary in Knoxville."

**LOUISVILLE Changes Way  
of Acting on Applications**

One of the most interesting questions discussed in the Louisville Rotary Club recently is that which refers to the method of selecting members. When there are a number of applicants for a classification, the method has been to have the membership committee select the most available. One of the objections to this has been that the club as a whole has not had an opportunity to pass upon the applicants. In some cases the method of submitting but

(Continued on page 66)

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Radiator  
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JUST A DAY IN **LOUISVILLE** THEN YOUR TRIP  
WILL BE COMPLETE

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Do you want to make a clear-brained, healthy-minded man of that boy? Then let his mind grow in a healthy body.

*Our method keeps boys in the open throughout the year.*  
**We Winter in Florida**--Continuous study, continuous outdoor life! Positively no interruption in the work.

*Brain and Muscle Develop Together*

**School Under Government Supervision**--Highest award made by War Department for our military work. The only "Home School" in the South. Graduates admitted to leading colleges and universities without examination. **Give Your Boy a Chance** by inquiring into our methods. Catalog upon application.

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*The School with a Winter Home in Florida*

Until Jan. 3rd, 1916, - - - - - Lyndon, Ky.

Then until Apr. 22, Military Park, Fla.

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**Paints and Finishes**

Three Louisville Rotarians request  
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**PEASLEE GAULBERT COMPANY**

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**Electric Portable  
Drills**

Are time and labor savers. They render a real service to your workmen and save you money. Send for Catalog.

*Mf'd. exclusively by*

**Jas. Clark, Jr., Electric Co., Inc., Louisville, Ky.**

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**OSCAR P. WODACK**

Chicago  
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BOTH PHONES  
1996

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LOUISVILLE, KY.

**COMING OR GOING  
JUST A DAY IN****LOUISVILLE****THEN YOUR TRIP  
WILL BE COMPLETE**

## Mammoth Cave— A Wonder of the World

*The movement to "see America first" has emphasized the remarkable impressive scenes within Mammoth Cave, the greatest subterranean structure in the world. You cannot afford to miss seeing the Cave, especially as you will be within a few hours' ride of it on your trip to the International Convention at Cincinnati. Therefore*

### Stop Off at Louisville, Ky.,

*on your way to Cincinnati, accept the hospitality of Rotarians of Louisville, see some of the sights of Kentucky's metropolis, such as the leaf tobacco breaks, the falls of the Ohio River, Cherokee Park, the most beautiful natural park in America, the tomb of Zachary Taylor, and other attractions*

**A special excursion to Mammoth Cave** will be run by the Louisville Rotary Club after the Convention for the benefit of those delegates from eastern and northern points, who do not pass through Louisville.

*For information regarding the time required, features of interest, train schedule, etc., address*

**S. A. Campbell, Secy. Louisville Rotary Club**

*This invitation is extended by The Louisville Board of Trade, The Louisville Convention and Publicity League, Rotary Club of Louisville, Louisville Commercial Club.*

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Cruver Advertising Specialty Service—the concentrated experience of a dozen experts—is securing big sales increases for scores of manufacturers, both large and small. Perhaps we can do the same for you. Let us tell you of some of the sales victories we have won for others. Simply write "Show Us"—we'll send facts

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Rotarians? Of Course!

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No. 71  
REGULAR  
ENAMELED  
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14K Gold \$1.50  
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No. 72  
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ENAMELED  
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14K Gold \$1.35  
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With Fine White  
Full Cut  
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\$4.50 to \$20.00



No. 75

### LADIES' BROOCH

Genuine Whole Pearls Solid Gold  
Very New and in Splendid  
Taste ----- \$7.00

### The Miller Jewelry Co.

(J. C. Miller, Rotarian)

Rotary Jewelry Catalog on application from us or  
your Jeweler

If your Jeweler does not carry these goods in stock you  
may order direct from us.

GREENWOOD BLDG.

CINCINNATI

### (WHAT THE CLUBS ARE DOING)

(Continued from page 63)

one name has made it impossible for this man to be elected. Two very important classifications are now open—fire insurance and real estate—and it was finally decided, after discussion, to change the method, so that when several names were proposed, a list of three would be recommended to the club by the membership committee, and the man receiving the most votes would be declared elected. This method, it is believed, will work out satisfactorily. The club recently visited the boys' high school, being entertained by Rotarian E. O. Holland, superintendent of schools, who leaves Louisville January 1 to become president of Washington State College.

### MARSHALLTOWN Club Backs "Safety First" Campaign

The Rotary Club of Marshalltown has started a movement to make the streets, especially in the business district, safer for vehicle travel and pedestrians. An important division of the plan is to be an effort to educate the public to be more careful in crossing streets, between corners. It is probable that talks and demonstrations will be given in the schools and churches. A general "Safety First" campaign is to be inaugurated.

### MONTGOMERY Club Helps Inaugurate Stock Show

The Montgomery Rotary Club has been justifying its existence by a full program during the last month. The club assisted in a very material way in inaugurating the first great live stock show ever held in that section of the state. The result of this venture will be an annual State Live Stock Show held in Montgomery.

The club sent an enthusiastic bunch of live Rotarians to Columbus, Ga., to assist in the organization of a Rotary club in that city. The great occasion of the month was the annual Ladies' Night November 23rd. One of the features was the gift to each lady of a large sack of souvenirs. Each member of the club contributed to this collection by giving a souvenir which represented his line of business.

November 15th the club lunched with the Anti-Tuberculosis League at the Harvest Festival held by the League. Among the interesting stunts of this evening was mock session of the City Commission. The luncheon and program was witnessed by hundreds of Montgomery people, gathered in the galleries. The guests were Governor Charles Henderson and Commissioners Stough and Tyson.

It is interesting to note that out of twenty-one directors recently elected by the Chamber of Commerce of the city, fourteen are Rotarians.

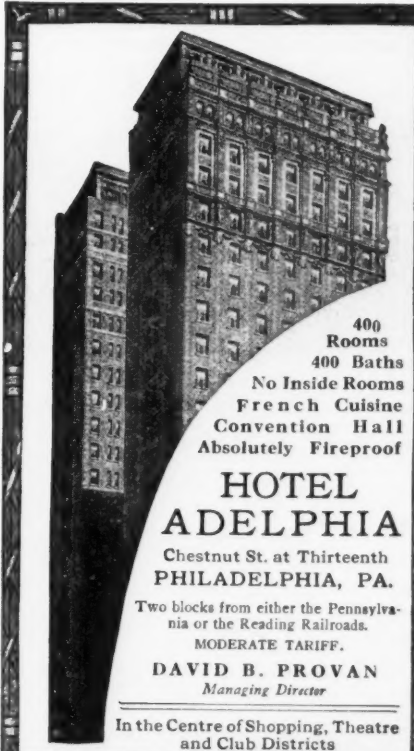
### NEW CASTLE Rotarians Have Second Birthday Party

The New Castle Rotary Club held its second Birthday Party for Rotarians and Ladies Monday evening, November 22. District Governor Geo. W. Harris was a guest and ably outlined the "Ideas that make a Rotary club successful."

The club is rapidly forging to the front; weekly noonday luncheons are filled with enthusiasm.

(Continued on page 70)





400  
Rooms  
400 Baths  
No Inside Rooms  
French Cuisine  
Convention Hall  
Absolutely Fireproof

**HOTEL  
ADELPHIA**

Chestnut St. at Thirteenth  
PHILADELPHIA, PA.

Two blocks from either the Pennsylvania or the Reading Railroads.  
MODERATE TARIFF.

**DAVID B. PROVAN**  
Managing Director

In the Centre of Shopping, Theatre  
and Club Districts



**CRANE'S  
ICE CREAM**

PHILADELPHIA, PA.

**SCOFIELD ENGINEERING CO.**  
... PHILADELPHIA ...  
**CONSULTING ENGINEERS**

INVESTIGATIONS  
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MECHANICAL  
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## Rotary Club Seals

Let Fellow Rotarians here,  
there and everywhere know  
you are Rotarian

Printed in one or more colors on our  
extra double gummed plated paper.

Send for samples and  
Special Club Prices.

## Fenton Label Company

*Incorporated*  
MANUFACTURERS OF

Gummed Labels, Parcel Post,  
Advertising Stickers

9th & Thompson Sts., Philadelphia  
E. Miner Fenton, President  
Member Philadelphia Rotary Club

## Oriental Rugs for Particular People

If you are looking for an Oriental Rug, send us the size and description of your room and we will tell you what we have nearest your requirements.

Oriental Rugs sent to Rotarians  
on approval anywhere in U. S.

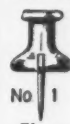
## DAVIS & NAHIKIAN

*Importers*

378 Woodward Ave. 201-03 South 13th St.  
DETROIT PHILADELPHIA

## Moore Push Pins

MOORE PUSH-LESS  
HANGERS.



Glass  
Head

Simplify Picture-Hanging.

When you want to beautify  
your home with wall decorations  
be sure to ask your Rotarian  
Stationery, Hardware or Photo  
Supply dealer for Moore Push  
Products. 10 cents.



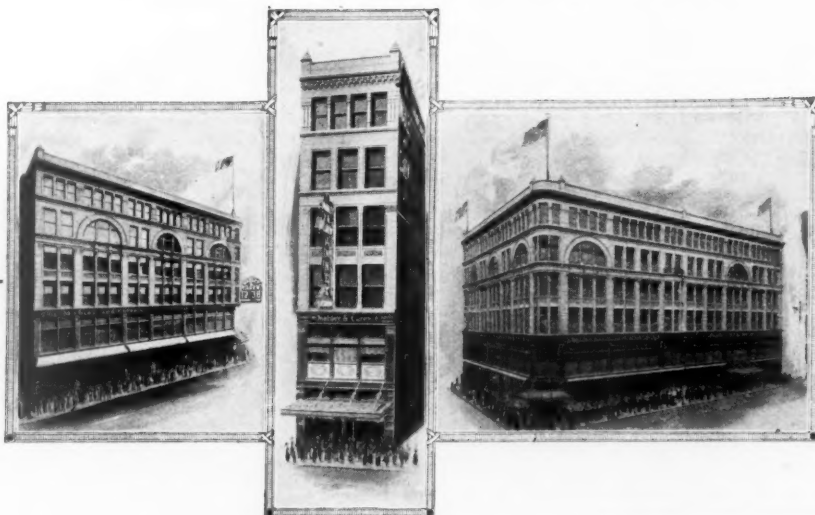
Moore Push-pin Co., Philadelphia, Pa.

*The Mabley and Carey Co.*

CINCINNATI'S GREATEST STORE

## Welcome Rotarians To the Queen City of the West

*We are going to give you the time of your life when you come here to the International Rotary Convention in July, 1916.*



We have a Zoological Garden that we are proud of  
We want to show you the Rookwood Pottery  
We want you to see our beautiful Hill-tops  
We want you to visit our Art Museum, and  
please remember that in order to see everything  
you should

### VISIT OUR STORE

We call it Cincinnati's Greatest Store.  
We believe that it is Cincinnati's Greatest Store.

In the meantime we want you to write to us, because

### We wish to send with- out cost

to every Rotarian a  
useful celluloid article.

It is worth more than  
the cost of the postal  
card we ask you to send.  
Will you write to-day?  
We await your postal.

*The Mabley and Carey Co.*

CINCINNATI'S GREATEST STORE

# CONVENTION

International Association of  
**ROTARY CLUBS**



**JULY 16-21-1916**

# CINCINNATI



### The Gentleman at Night

## QUICLOCK DRESS TIE

Is the "pink" of fashion for the gentleman at night.

It cannot mount the collar or get out of position.

Just tuck two tiny tabs under your collar, and tie into a soft, perfect bow. It stays immovable the whole evening and ends evening dress tie troubles.

Made also in "loopless"—a new form that ties in a hard knot.

SOLD BY THE BETTER DEALERS—25c, 50c, \$1.00.

**DELPARK, Inc.**

BROADWAY and 31st ST., N. Y.

*Rotarian George C. Brown,  
Managing Director of the*

## Hotel Martha Washington

29 East 29th St., (near Fifth Ave.)  
NEW YORK

Extends a cordial invitation to the wives, daughters and women friends of fellow Rotarians to stop at his hotel when visiting the metropolis unaccompanied.

There are 500 spotless rooms. Rates \$1.50 per day and up. For parties of five or more a large room at \$1.00 per day per person. A special feature is our excellent Table d'hôte luncheon at 40 cents; dinner at 50 cents.

Comfort, Convenience and Protection, all important to the woman traveler in the metropolis, are found at the Martha Washington in their highest degree.

*Illustrated booklet, "Who's Who," giving the names and vocations of 227 New York women, sent Free*

### (WHAT THE CLUBS ARE DOING)

(Continued from page 66)

The Entertainment Committee is arranging for a banquet of all prominent New Castle citizens, the exact time and place of which has not as yet been decided upon.

### OAKLAND Rotarians Treat 10,000 School Children

"Oakland Rotary Club is always on the alert to make its influence felt in any civic undertaking which may arise," writes Correspondent McCracken. "When we had for our guest Allen D. Albert, president of the International Association, we invited the Chamber of Commerce and Commercial Club Consolidated, to be with us. It was an auspicious occasion, made so by the presence of four hundred live business men and still further emphasized by the notable address by Mr. Albert. Incidentally the Chamber of Commerce had been making a vigorous campaign for membership to which the Rotary club gave its hearty support. Mr. Albert's address was along the line of 'City Building' and he at once proved himself a master in pointing out the possibilities that lay within the city's gates.

"Following this event the Rotary club was instrumental in giving the children of Alameda county an opportunity to visit the Panama-Pacific International Exposition. Thru the kindness of the Oakland Traction Company, free transportation from all parts of the city was given and the committee in charge of the event furnished ten thousand school children the time of their lives.

### PEORIA Host at Big Five-City Meeting

The Peoria Rotary Club was host to the Illinois Rotary clubs of Bloomington, Decatur, and Galesburg and Springfield Saturday evening, October 23rd. The Rotarians of Decatur and Bloomington both sent special cars full of members and the Springfield and Galesburg clubs had good sized delegations. The attendance of two hundred and ten was about equally divided between local and out-of-town Rotarians.

The large attendance of visiting Rotarians was due to a new method of invitation. Instead of relying solely upon formal written invitation the committee in charge sent out a Peoria Rotarian to appear before the invited Rotary clubs at one of their regular meetings and to present them a personal invitation to be present. This was evidently effective.

At the dinner the Rotarians of the different cities were scattered so that wider acquaintanceship between the members of the different cities was attained. Another novel feature in connection was the omission of any set speaker or speakers, and instead, each club was asked to provide part of the program, being allowed thirty minutes for the presentation of their entertainment. The variety and quality of the same made it a memorable occasion. The time limit was strictly enforced so that the dinner closed on the dot and the visiting members were all sent upon their way home on schedule time.

November 23rd the Peoria Rotary Club held its second annual "Big Brother" dinner. Each member was required to bring a deserving boy as his guest and 200 "Big and Little Brothers" were

(Continued on page 72)



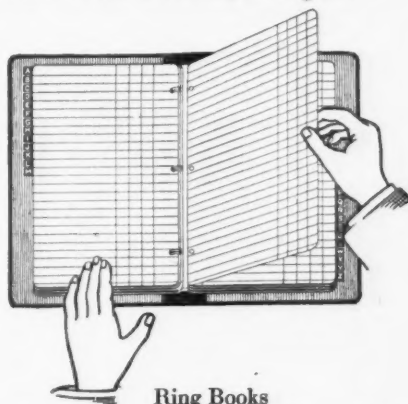


Post Binders

## Books of Real Service

LOOSE **IP** LEAF

Books, Stock Forms, Ledgers



Ring Books

SOLD BY ALL FIRST-CLASS STATIONERS

### Irving-Pitt Manufacturing Co.

Largest Loose Leaf Manufacturers in the World  
KANSAS CITY    Rotarians    MISSOURI

## Villmow & Theobalt

758-760, Twelfth Street, - Milwaukee, Wis.

Rotarian Manufacturers of  
High Grade Leather Goods for  
Premiums, Advertising Nov-  
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**V-V-V**

Thirty years of practical experience in the  
Manufacture of Leather Goods

## If you are open for new advertising ideas—

If you want your catalogs, booklets or direct advertising matter prepared with an intelligent, carefully analyzed selling plan that will get you more business write for plan of service furnished by

**ROTARIAN ROTIER**

MEYER-ROTIER PRINTING CO., MILWAUKEE


Complete Service for Advertisers

*Janssen wants to see you!  
at the famous Hofbrauhaus  
the greatest Restaurant in America  
30th Street & Broadway New York  
August Janssen*



When writing our advertisers please mention THE ROTARIAN.

# When You DO Write



## Waterman's Ideal Fountain Pen

The Handiest thing  
in the world

From the  
**Best Stores**

L. E. Waterman Co.  
173 Broadway, New York

# IF IT'S LITHOGRAPHED WE DO IT

## Lutz & Sheinkman

222-242 WILLIAM STREET  
NEW YORK

WE CARRY ROTARY  
POSTER STAMPS  
IN STOCK

SAMPLES ON REQUEST

### (WHAT THE CLUBS ARE DOING)

(Continued from page 70)

present. Every Rotarian is under a mental obligation to assist and advise his "Little Brother" and to help him straighten out any difficulties and if necessary assist him in getting employment under pleasant and healthful surroundings. After the dinner, the "Little Brothers" were taken to the Orpheum Theatre. The greatest compliment was paid to Rotary by a 13-year-old boy when he said "Gee, if everybody in Peoria was a Rotarian, she sure would be some burg."

### PHILADELPHIA Pledges 53 To Go to Cincinnati

Philadelphia Rotary will be well represented at the Cincinnati Convention. The Cincinnati committee, of which Al Scholes is chairman, has been doing excellent work. Five teams have been organized, and Rotarian Gownley of the Royal Electrotape Company has offered a prize of \$10 to the team which secures the greatest number of men to attend the next convention. Already fifty-three have signified their intention of going, and every week additional members are added to the list.

During a recent campaign organized to raise funds for the Children's Hospital of Philadelphia, the Rotary club, thru the earnest efforts of Secretary Tyler, collected \$1,300 from its members.

### PITTSBURGH "B and C" Meeting a Winner

Meetings of the Pittsburgh Rotary Club during the last month have been snappy and full of Rotary spirit. One feature evening was the "B and C" meeting. In this all members (29) whose last name begins with "B" or "C" were grouped and held secret meetings during which plans were made to take charge of a noon luncheon program. On the day the menu was composed of only such food as had B or C for its first letter such as Corn-Beef, Coffee, Bread, etc. Each member of the club wore a foolish little red hat which bore a band reading "Bulls & Conns," which served to start the light-hearted spirit. Slides were prepared and shown on a screen and a foolish verse was read about each. These slides and verses were in the way of parodies on a man's hobby—nickname—business, etc. Only slides were shown of the "B's and C's" all of whose names were printed on the back of the menus. Soon the D's, E's, F's and V's (which total twenty-eight members) will have their inning.

President McFarland's Assimilation Program is bearing fruit as members are learning to really know each other at our meetings. The committees—every member of them—really do work. A fuller Rotary idea is possessed by the members, as a whole, than ever before, which is in line with "Mac's" plan to make "Rotarians" out of "Members." Much of this is due to the idea of putting many new members to work on committees.

Fifty already are in line for the Cincinnati convention and Pittsburgh expects to be there with at least one hundred.

### ROANOKE Working Up Special For Cincinnati Convention

The Rotary Club of Roanoke has written the other

(Continued on page 73)



# Story of Service and Triumph of Co-operation

—

*How Citrus Fruit Growers  
of Florida have practically  
applied the Rotary motto*

—



**FLORIDA**  
CITRUS EXCHANGE





The history of the Florida Citrus Exchange is a record of service—of the service by which they profit most who render it best.

Seven years ago the citrus industry of Florida was in a bad way—almost altogether the marketing was in the hands of speculators and the returns to growers generally were lamentably small and growing smaller.

As a natural consequence, the fruit was grown as cheaply as possible, picked, packed and shipped at the lowest practicable figures, and very little attention paid the question of its quality or condition when it reached the dealer and consumer.

Certain leading growers concluded that if this state of affairs was allowed to continue the industry would ultimately perish—that soon consumers would refuse to buy and dealers decline to handle Florida oranges and grapefruit if these had no standards of real merit and dependability.

So the Florida Citrus Exchange was formed, and from the first it has operated on the theory that the growers' profit must come through the consumer's satisfaction. Its every effort has been to supply oranges and grapefruit so good that consumers would be justified in paying prices for them which yielded the growers a fair return for their investment and pains-taking labor.

FLORIDA



FLORIDA





Today, the thousands of groves owned by members of the Exchange are given loving care, that they may produce fruit of quality. The juicy, sweet and finely flavored fruit grown in these groves is picked, packed and shipped with the same care, that it may reach dealer and consumer in prime condition.

No child labor is employed in Exchange packing houses. Every doubtful piece of fruit is discarded. Only white-gloved workers handle the oranges and grapefruit—no human hand touches them between tree and the place where the box finally is opened.

Every fruit is wrapped in a sanitary tissue paper. The ultimate consumer is protected by the trademark, Sealdsweet. This mark on boxes and wrappers is a guaranty of quality and a seal of protection. The Florida Citrus Exchange sends to market only mature, tree-ripened oranges and grapefruit.

The Florida Citrus Exchange has published a booklet giving full details of how its members grow and how the organization markets superior citrus fruits, and contains many recipes and suggestions for their use in the household. Sealdsweet oranges and grapefruit have scores of uses in cookery and confections, in addition to the food and drink values of the juice. Copy of booklet may be had free by writing the Florida Citrus Exchange, 630 Citizens Bank Bldg., Tampa, Fla.

FLORIDA



FLORIDA



Testimony to the service spirit existing in the dealings of the Florida Citrus Exchange is given by the prominence in Florida Rotary Clubs of Exchange members.

Tampa is the center of the citrus industry of Florida. The Tampa representative in Rotary of the industry is L. D. Jones, fruit grower and business manager of the Florida Citrus Exchange.

Other Exchange men in the Tampa Rotary Clubs are D. C. Gillett, of the largest citrus nurseries in the world, and B. L. Hamner, of the Florida Grower, the Exchange organ. The Rotary advertising agent of Jacksonville, Jefferson Thomas, has charge of the nation-wide Exchange publicity.

In several of the leading cities of the country the local managers of the Exchange have been chosen to represent the fruit business in Rotary, and one of these, C. W. Chewning, of Indianapolis, last year disposed of a carload of Exchange fruit to his fellow Rotarians, as described in the March, 1915, issue of THE ROTARIAN.

Sealdsweet oranges and grapefruit are sold by fruit dealers in most cities, outside of California. Your dealer can secure this fruit for you and probably will do so if you request him to. Should you be unable to obtain Sealdsweet fruit in your community, write to Rotarian L. D. Jones, Florida Citrus Exchange, 630 Citizens Bank Bldg., Tampa, Fla.



## (WHAT THE CLUBS ARE DOING)

(Continued from page 72)

clubs in the Fourth District inviting them to assemble for a day's entertainment at Roanoke and make up a special "Virginia-Carolina" train to Cincinnati for the 1916 convention. G. Otis Mead is chairman of the "On to Cincinnati" committee. The Roanoke club has also started a special convention fund and each member is being asked to subscribe \$5 per month. Members thus subscribing will have their money returned to them if they are unable to go.

At each plate at a recent meeting was a paper parcel containing an article representing the business of a member of the club. The members opened the parcels and were supposed to identify the business they represented and to present the article to the member to whom it belonged. This was the first effort of a new stunt committee and was most successful.

The following lines were at the head of a recent meeting notice:

Lives of great men should remind us,  
That one way to be sublime,  
And to leave a name behind us,  
Is to run on schedule time.

**ST. JOHN Rotarians Have  
First Woman Guest**

The members of the St. John Rotary Club were on their good behavior at the luncheon November 22nd, the reason for this exceptional condition being that Miss Una Saunders, national secretary of the Y. W. C. A., delivered an address on the object and aims of that association. This was the first time since the club was organized that a member of the fairer sex has been permitted to partake at the festive board. Her scholarly address was given the closest attention. Secretary Hunter thinks the precedent thus established a good one.

A. P. Allingham, who has been president of the club since it was founded, has offered his services for over-seas duty and is in Halifax taking an officer's course of instruction. Allingham has been an active worker in Rotary and his dynamic personality will be greatly missed in the club's activities.

**ST. JOSEPH Rotarians Give  
Shoes to 325 Children**

December 3rd the Big Brothers of the St. Joseph Rotary Club gathered in the Auditorium of the Y. W. C. A. 325 children and fitted each of them with a pair of new shoes. When each Rotarian was called to colors, there was a liberal response, both in personal work and contributions of the necessary funds to carry to completion that which the St. Joseph Rotarians had undertaken.

In addition to furnishing shoes and stockings for the children an elaborate entertainment was provided for the two hours and a half that it was necessary to keep them while the work of fitting the shoes was carried on by the members of the club. It was a scene long to be remembered when these busy men sacrificing their time, coats off and sleeves rolled up, converted themselves into shoemen for poor children.

If there was anyone who enjoyed it more than did the children it was those Rotarians who gave of

(Continued on page 74)



Send us  
Length  
Height  
and  
Width  
and  
Let us  
Quote  
You  
on  
**RC  
ADV  
ATORS**

**Decatur Cornice & Roofing Co.**  
— Rotarians —  
DECATUR ILLINOIS

**"C & C"**  
(Cantrell & Cochrane's)  
**Ginger Ale**

*The  
Champagne  
of Ireland*



Over fifteen centuries ago St. Patrick's Well in Dublin was famous throughout Ireland.

Today the waters of this historic well are drunk the world over in "C & C" Ginger Ale.

"C & C" has the life, the sparkle, the delicious crispness of champagne, without the fire.

See that you have "C & C" at the Club weekly luncheon and the monthly dinner and order in a dozen of "C & C" for your home.

Made by CANTRELL & COCHRANE, Ltd.  
(Established 1852.)

When writing our advertisers please mention THE ROTARIAN.

## FOR YOUR HOME

A cleaner that will save your good wife all the drudgery of housecleaning, one that will keep your house sweet and free from dust and dirt without labor and at low cost. It is the

### TUEC STATIONARY CLEANER

*For Health and Cleanliness*



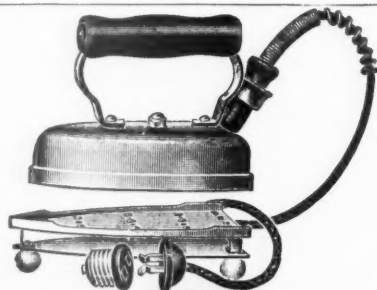
It is made by a Rotarian organization in the largest plant in the world devoted exclusively to the manufacture of stationary cleaners. By moving the greatest volume of air per minute it does the most efficient cleaning in skyscraper or cottage.

Given the Highest Award, the Grand Prize, at the Panama-Pacific Exposition, San Francisco.

*Write for the TUEC Book*

**The United Electric Co.**

Canton, Ohio—Dept. R—Toronto, Can.



**MESCO**  
TRADE MARK

## Electric Iron

**Reduced to three dollars**

**Nothing changed  
but the price**

**Manhattan Electrical Supply Company**  
Rotarian F. M. Pierce, Manager  
114 So. Fifth Avenue, Chicago  
New York St. Louis Frisco

## (WHAT THE CLUBS ARE DOING)

*(Continued from page 73)*

their time and service and exemplified that the St. Joseph Rotarians are fast becoming not "members only," but Rotarians in the broadest and truest sense of that word.

### ST. LOUIS Club Starts Membership Campaign

"October and November have been months of unusual activity and interest in the St. Louis Rotary Club," writes Correspondent Martin. "At a recent meeting the club was divided into two equal parts. A chairman was selected for each side, who in turn subdivided his men into eight separate groups, headed by a captain. A list of all the various lines of business in St. Louis not represented in the club was then printed and circulated among the members. This list totaled almost 300. All the live wires are working and new applications are coming in thick and fast. Our board of directors in passing on these applications have made it plain that friendship and influence will be forgotten and an effort be made to select the *man*. Many prizes have been donated to be awarded the winning side. The contest closes the latter part of December.

"We have increased our annual dues from \$12.00 to \$18.00 per annum. Our meetings are getting so interesting that we feel it is a privilege to invest a little more in a cause that pays such worthy dividends.

"One of the most interesting addresses ever delivered before our club was by Dr. John W. Ruskin of New York on 'The Truth about the North Pole.' He contended that Dr. Frederick W. Cook is the real discoverer of the North Pole."

### ST. PAUL Rotary Club Has "Home Products Week"

The Saint Paul Rotarians have had a "Home Products Week" beginning December 12, during which time an effort was made to have the housewives of the city buy products made in St. Paul. The committee in charge of the campaign expected that St. Paul goods would be introduced into thousands of homes where they had not previously been used or known.

### SAN ANTONIO Club Keeps Up Visits to Members' Plants

"The San Antonio Rotary Club has had so many wonderful meetings of late," writes Porter Loring, "that it is awfully easy for our club to be grateful, thankful, that it is our privilege to be a spoke in International Rotary and that we are a part of an organization whose aim is to live the Golden Rule and feeling especially blessed because God has given back to us our beloved president, Clarence Jones.

"We have found it quite pleasant, as well as profitable, to continue our visits to the plants of our various manufacturing members and we are being brought face to face with the business and troubles of the fellow who produces what the rest of us have the pleasure of sitting in our cozy offices and telephoning for.

"Our red letter day was when International President Albert came to break bread with us. It so happened that it was the first meeting presided over

*(Continued on page 76)*



Through Trains for **CINCINNATI**  
 Leave Chicago Daily—9.30 A. M., 9.30 P. M., 12.01 A. M.  
**PENNSYLVANIA LINES**

Sleeping cars in night trains—Parlor cars in day trains.  
 All the comforts and conveniences of superior travel service.

The **SOUTHLAND—FLORIDA**  
 Through Daily Train to

Leaves Chicago daily 12.01 Midnight, Arrives Cincinnati 7.35 A. M., Arrives Jacksonville, Fla., 8.45 second morning. All-steel equipment. For particulars call at Chicago City Ticket Office, 242 South Clark St., Phone Wabash 3660, Auto. 53-812.

Or address C. L. KIMBALL, Assistant General Passenger Agent, CHICAGO

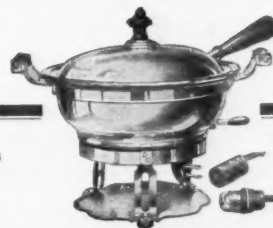
For a little money you can get  
**BIG RESULTS**

by using a few lines in the  
 Classified Department of

THE  
**ROTARIAN**

"The Magazine of Service"

Send for rates To-Day



Always  
 Ready  
 to use

Quick  
 Clean  
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**Simplex Electric Chafing Dish**

**M**AKES entertaining a pleasure.  
 No fire, flame, smoke nor odor.

Nothing to Fill  
 Nothing to Spill

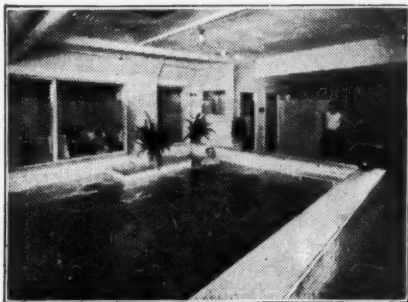
More economical than alcohol without  
 the annoyance and danger.

Write for Booklet: "The Good Fairy of Housekeeping"

**SIMPLEX ELECTRIC HEATING CO.**

Manufacturers of Everything for Electric Heating and Cooking  
 85 Sidney St., Cambridge, Mass. Member Boston Rotary Club

**THE KERCHER BATHS**



Produce  
**HEALTH and HAPPINESS**  
 S. E. CORNER CONGRESS and WABASH  
 Just ask for GEORGE and say "Rotary"—  
 that's all.  
**Best Baths in Chicago** Established 40 Years  
 (Geo. Kercher, Member of Chicago Rotary Club)

**ROTARY BANKS**  
 EVERYWHERE

Depository for  
 I. A. of R. C.

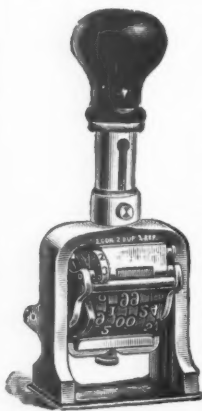
You are invited to  
 send us your terms  
 for collecting items in  
 your vicinity.

Write for our terms  
 for good "Rotary  
 Brand" of service.



**R. F. CHAPIN, Secy.**  
 Member Chicago Rotary Club.

## Why Should I Use The "ADVANCE" Numbering Machine?



*Because it is the only machine that prints both in duplicate and triplicate for \$7.50*

We guarantee it will do your work without repair for one year.

Systematize your office work by serial numbering for reference; you will find this method a great time saver. Send for catalog showing office helps that keep the details on a business basis and save your time.

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*Weber-Erickson-Bunting Co.*  
ROTARIANS  
PITTSBURGH

## Get THIS, Rotarian!

**EGRY** Register Systems installed in every department of your business will increase efficiency, promote productivity, create enthusiasm, deliver definite results and actually save

### TIME—LABOR—MONEY

Regardless as to the business in which you are engaged, whether wholesale or retail, whether manufacturer or jobber, remember—there's an

### *Egry Register Built for You*

that will eliminate lost motion—avoid errors and reduce expense.

Say the word and our book "Egry Registers and Systems" will speed on its way to you.



The  
**Egry Register  
Co.**

M. C. Stern, (Rotarian) President

**Dayton, Ohio**

*We serve you serviceably because no other policy pays*

## (WHAT THE CLUBS ARE DOING)

(Continued from page 74)

by our president since his unfortunate and serious injuries and the boys were simply overjoyed and in just the mood to enjoy and drink in every word uttered by Mr. Albert."

### SCRANTON Rotarians Pay Honor to Liberty Bell

The Scranton Rotary Club welcomed the Liberty Bell's arrival in Scranton on Thanksgiving morning. The club members marched in a body to the place of exhibit, as a mark of respect and to show their appreciation for the efforts of the men who made the bell the "Liberty Bell."

A committee of Rotarians is in charge of plans to raise a fund to take care of poor children needing medical or surgical attention.

### SHREVEPORT Club Has Equal Suffrage Day

The entertainment committees of the Shreveport Rotary Club have prepared recently several unique programs, but none more interesting and impressive than "Equal Suffrage Day." The local equal suffrage league was invited to be present and all but two of the 105 members attended. As explained by President Ford, the Rotary club does not take sides in political matters but it is glad to offer its forum for discussions of various public questions. Men and women speakers discussed the question in detail.

An innovation was enjoyed recently, when the Rotarians and their guests adjourned from the luncheon to the Dreamland picture theater, where W. B. Kendall of Dallas, cable manager of the Western Union Telegraph Company, delivered an illustrated lecture on the history of telegraph, including the wireless invention.

"Candidates Day" proved an exceedingly popular program. All candidates for state, parish (county), district and ward offices were invited and nineteen responded. They were given three minutes each for speaking and several had to be stopped at the end of that time.

The club has endorsed a suggestion by the local graded union for a Community Christmas Tree. It is planned by the Rotarians to have the giant tree erected in the court square, in the heart of the business section, and to have it illuminated each night for a week during the holiday season.

### STOCKTON Cleans House; Drops Several Members

The Stockton Rotary Club in the past several months has been undergoing a period of reconstruction and conservative expansion. Rotarian Powell writes, "We have found it necessary to drop from our rolls several men who proved to be misfits in Rotary, have taken in others in their stead, and have filled several unrepresented classifications. We now have ninety active members. The fact that the Board of Directors found it necessary to declare several classifications vacant has served to make each and every man appreciate the value of Rotary and has made him all the more keen to see that his obligations to the club are fulfilled.

(Continued on page 78)

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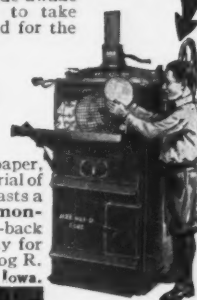
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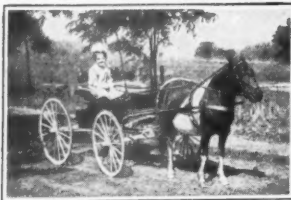
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### (WHAT THE CLUBS ARE DOING)

(Continued from page 76)

"Along with our serious reconstructive work, we have not neglected our get together spirit. We have had a theater party and a barn dance at one of the big warehouses of the Sperry Flour Company, which has been recently emptied by a big shipment of flour to European ports.

"The club has voted to change the third Wednesday meeting of each month from luncheon to a 6:30 dinner so that the wives and sweethearts of the members shall have the opportunity of meeting with us."

### TOPEKA Turkey Dinner Cooked by School Girls

The November Ladies' Night of the Topeka Rotary Club was one of the most interesting meetings the club has ever enjoyed. The domestic science department of the Topeka high school told the club that if the raw materials were furnished the girls of the school would cook and serve the dinner. The girls put up a real turkey dinner with all the trimmings and exceptionally good service. The whole affair for nearly two hundred people cost exactly 29 cents each. After the dinner and demonstration of the work of the domestic science department the club members and their wives went to the school auditorium where Dr. C. B. Van Horn and Luther M. Jones, members of the board of education and H. B. Wilson, superintendent of schools, all Rotarians, told the club a good deal about the school taxes and school work that no one had heard about before.

The club observed Electrical Prosperity Week and the members learned a good deal about electricity.

### TORONTO Club Inaugurates Three Rotary Degrees

The Rotary Club of Toronto has inaugurated what its members believe will prove a very popular "stunt" in Rotary. The Toronto Rotarians, aided and abetted by W. A. Peace, former Divisional Vice-President of the International Association and now Honorary Secretary of the Toronto club, have devised three Rotary degrees. The first is the degree of R. P. C. (Rotary Previous Convention) conferred upon those who have attended a convention in years previous to the one in which the degree is conferred; R. A. C. (Rotary Attended Convention—this year); R. O. C. (Rotary On to Convention—next year).

An effort is being made by the Toronto club to get every member to enter the contest for the degree of R. O. C. Rotary Peace, R. P. C., R. A. C., and R. O. C. is chairman of the On to Cincinnati committee.

The Toronto club is considering the building of a Rotary Club House to cost fifty thousand dollars, to be paid by an assessment of \$250.00 levied upon each of the two hundred members of the club.

### TRENTON Rotarians Give 75 Poor Boys Fine Treat

The Trenton Rotarians had such a splendid meeting recently when they had seventy-five boys as guests of an equal number of members of the club at an evening dinner meeting that they want to recommend the stunt to every club which has not

(Continued on page 79)



**(WHAT THE CLUBS ARE DOING)***(Continued from page 78)*

tried it. The guests were selected from those in poor circumstances and they were given a good dinner, a number of useful presents and were asked to listen to a few short talks about Rotary and opportunity and thrift. Each boy was introduced to the company by his "Big Brother."

**TROY Presents Flag to Naturalization Court**

Rotarian Charlie Woodhall writes that the Troy Rotary Club covered itself with glory by presenting to the Naturalization Court an American flag, "the first time," he says, "that the American flag has been presented to the Naturalization Court in this good old Empire State and it happens to be the second time on record in the great United States." The flag was presented in the presence of twenty-two candidates for citizenship and a large audience. Impressive exercises were held in the Supreme Court room. The members of the club marched to the courthouse, each man wearing a small American flag on the lapel of his coat. The flag was draped about the bar of the court at which the candidates for citizenship stood when they took the oath of allegiance to their adopted country. The presentation address was made by Rotarian W. C. Smith, principal of the Central School.

The club marked a new epoch in the history of Troy when, with the co-operation of the New York Telephone Company, transcontinental connections were established November 11th between Troy and San Francisco, and the Rotarians, their wives or their sweethearts talked for two hours with friends on the Pacific Coast.

**WINNIPEG Membership Sought By Prominent Men**

Rotary in Winnipeg is growing rapidly. During the year thirty-nine new members have been added to the club and many of the city's most prominent men are asking if there is a vacancy in their line that they may apply for membership. On November 3rd, when the Australian Cadets visited Winnipeg, the Rotarians were the first to entertain them at the Fort Garry (Rotary) Hotel—where 250 members and guests sat down to dinner and an excellent evening's entertainment. It was the largest Rotary meeting ever held in Winnipeg. Lieutenant Simons of the Cadets, Rotarians Calder, Hindley and Menlove and Mayor Waugh were the principal speakers.

International President Albert was the guest of the club on December 1. President Albert acted for the club in presenting a diamond and sapphire pin to the retiring club president, A. B. Calder.

**WAUSAU Club to Have W. H. Taft as Guest**

President Zimmerman of the Rotary Club of Wausau has received a letter from William H. Taft, former president of the United States, accepting an invitation to be the guest of the club at a luncheon Friday, December 17, and to deliver an address.

The Good Roads Committee of the club is co-operating with the city council in an effort to improve the condition of street paving.

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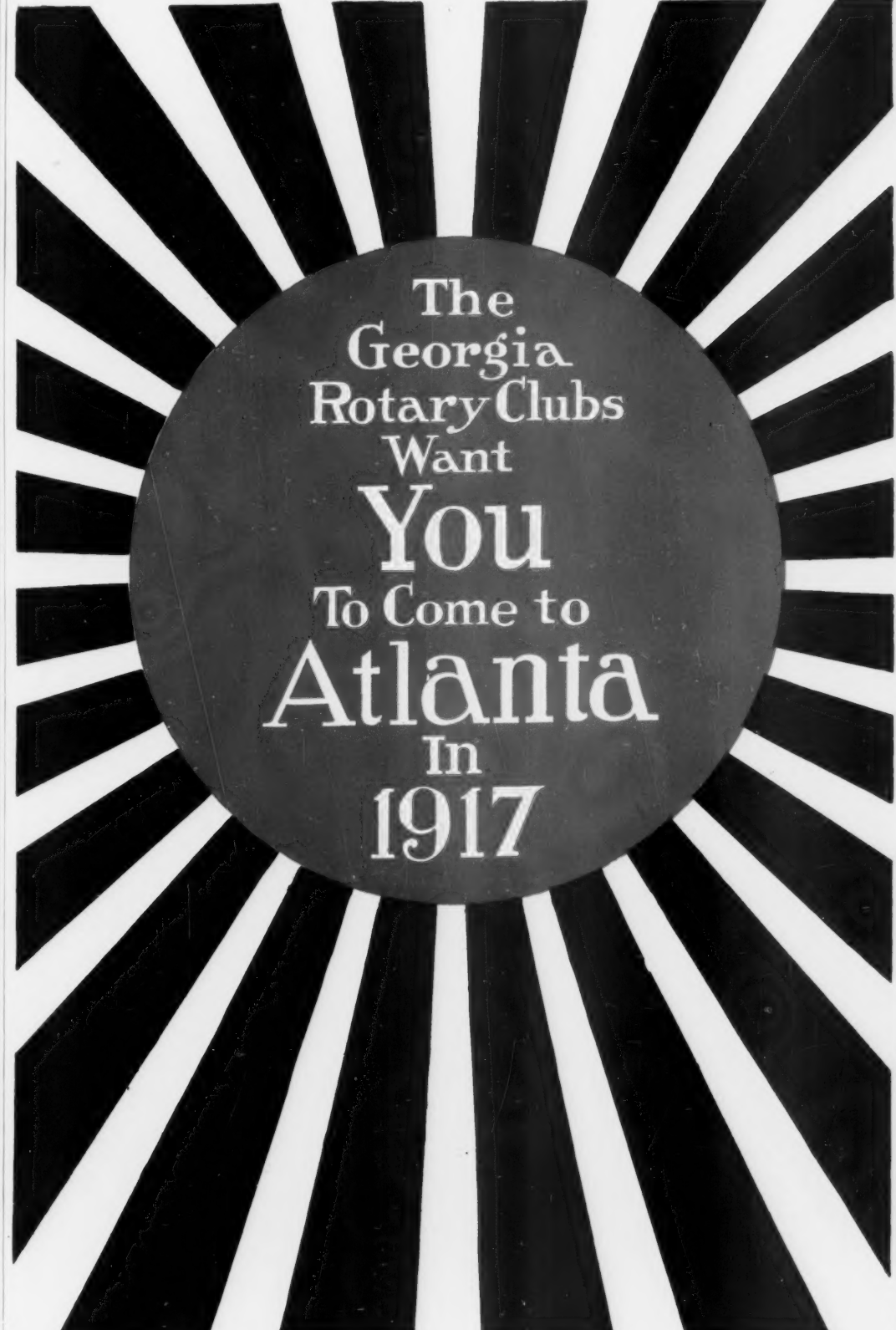
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